11/25/87 A6376-1

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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OCTOBER 1987 METAL TREATING INDUSTRY SALES UP 4.7% OVER OCTOBER 1986

Sales for October 1987 reached $45.6 million compared to $43.6 million in October 1986. October 1987 billings were second only to those for March of this year.

For the year-to-date, billings reached $421.3 million, an increase of 3.5% over the January-October total for this period of $407.2 million.

Six MTI districts improved their performance over October 1986. For the January-October period, six districts are abover their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Oct 87 vs. Oct 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 0.9	- 0.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	1.8	- 2.5
3	South Central (W. PA-OH-IN-KY)	1.6	3.9
4	Michigan	4.9	- 3.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.2	2.1
6	North Central (IL-WI-MN-MO-IA)	11.7	13.6
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.3	2.5
8	Southwest (TX-OK-AR-CO-LA-UT)	34.2	10.2
9	Canada	- 1.7	4.7

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1987

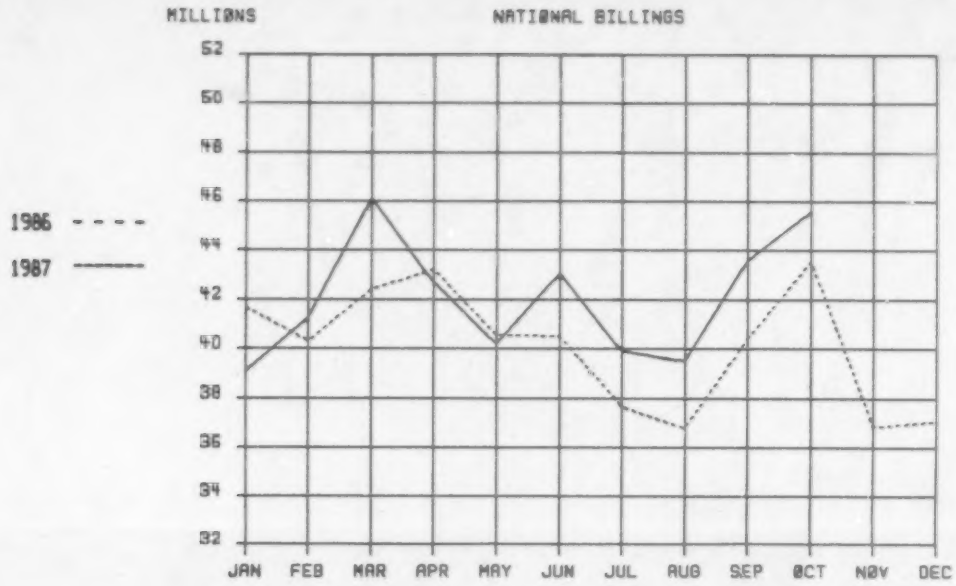
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	43557.3	45614.9	4.7	100.0	100.0
Dist. 1	19	3615.7	3583.4	- 0.9	8.3	7.9
Dist. 2	42	4669.3	4755.4	1.8	10.7	10.4
Dist. 3	61	8159.5	8287.6	1.6	18.7	18.2
Dist. 4	32	5623.6	5898.7	4.9	12.9	12.9
Dist. 5	24	2276.2	2372.8	4.2	5.2	5.2
Dist. 6	50	7033.5	7857.9	11.7	16.1	17.2
Dist. 7	34	5829.6	5814.1	-0.3	13.4	12.7
Dist. 8	22	2231.4	2995.0	34.2	5.1	6.6
Dist. 9	23	4118.4	4049.9	- 1.7	9.5	8.9
Foreign	10					

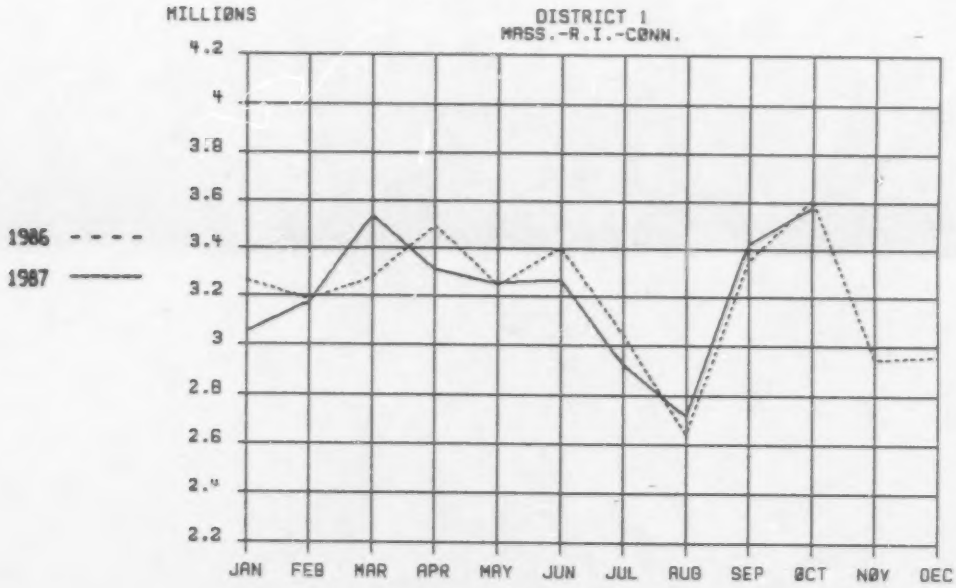
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	407237.1	421318.1	3.5	100.0	100.0
Dist. 1	32527.7	32260.3	- 0.8	8.0	7.7
Dist. 2	44028.5	42934.5	- 2.5	10.8	10.2
Dist. 3	74827.3	77757.0	3.9	18.4	18.5
Dist. 4	54999.1	52916.5	- 3.8	13.5	12.6
Dist. 5	22988.2	23477.2	2.1	5.6	5.6
Dist. 6	64770.0	73564.1	13.6	15.9	17.5
Dist. 7	55557.8	56961.6	2.5	13.6	13.5
Dist. 8	22053.2	24297.4	10.2	5.4	5.8
Dist. 9	35485.4	37149.4	4.7	8.7	8.8

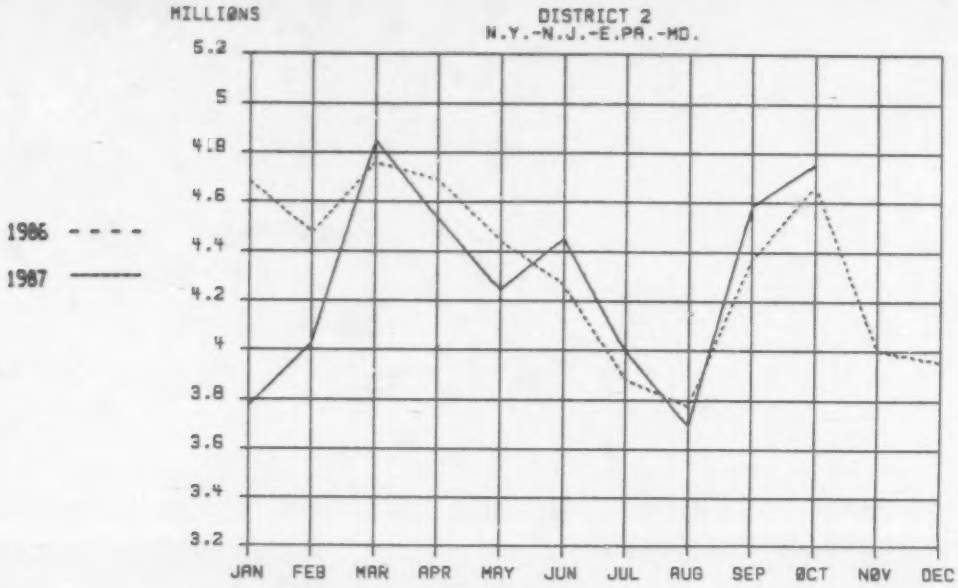
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



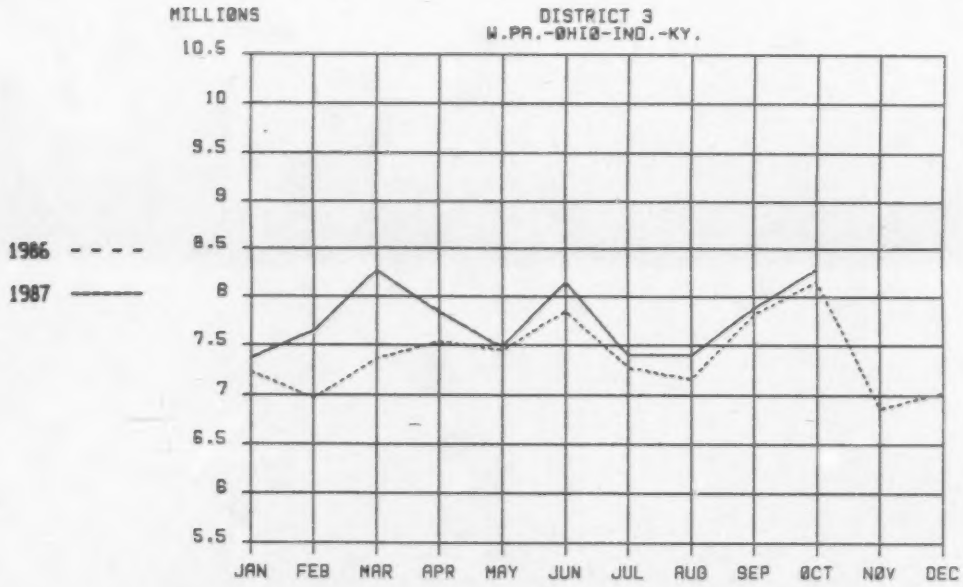
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8	4.7		
% Change	Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3	3.5		



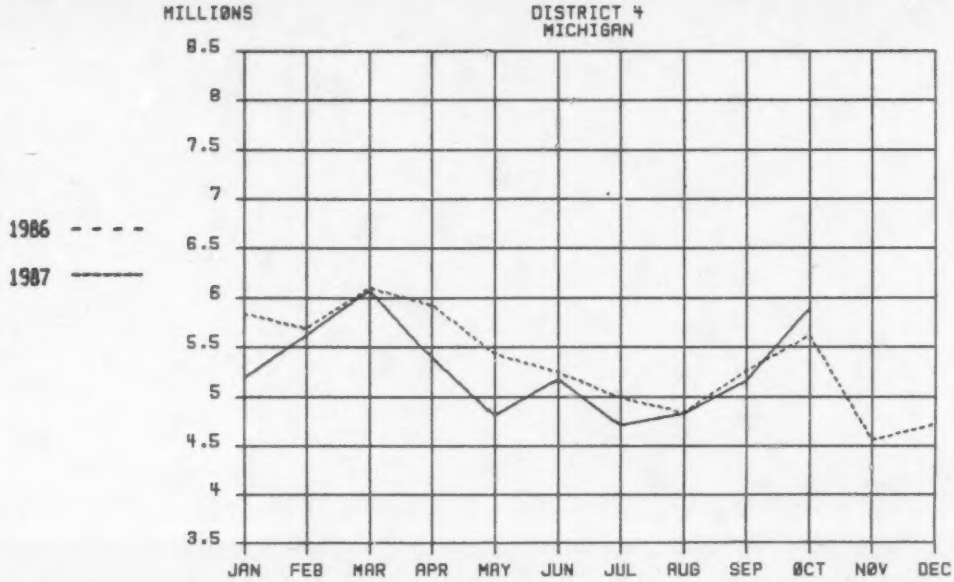
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2	-0.9		
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8	-0.8		



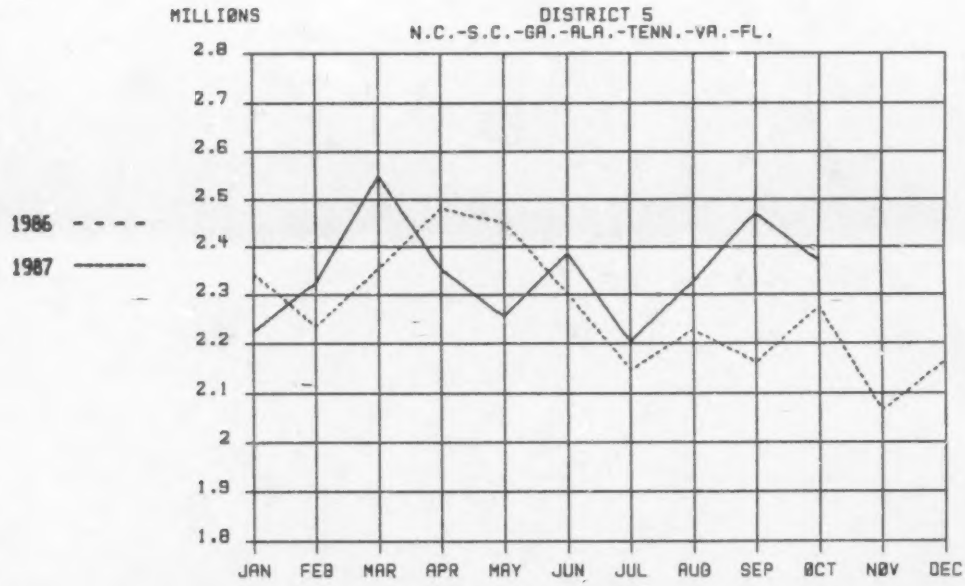
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1	5.0	1.8		
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0	-2.5		



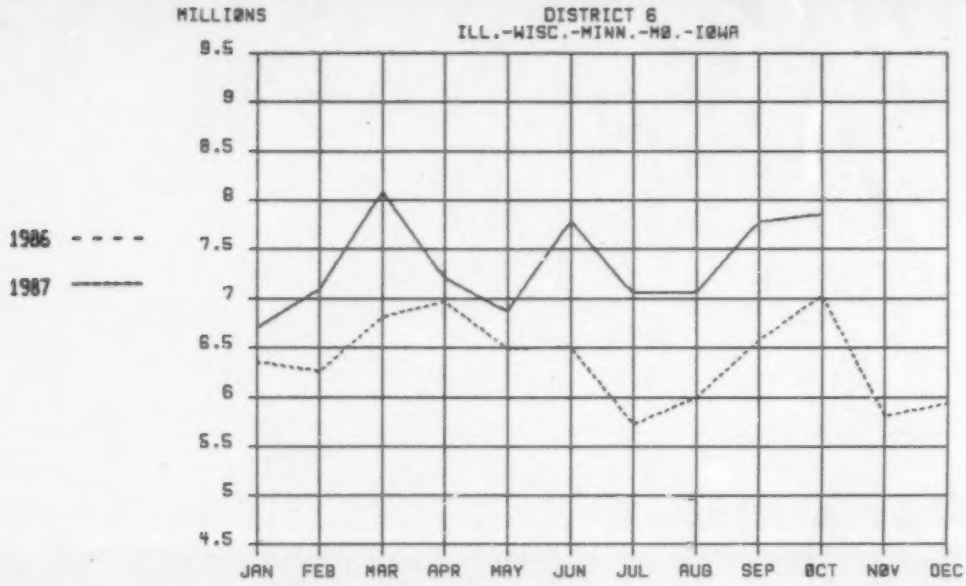
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.9	9.7	12.3	4.0	0.5	3.9	1.7	3.4	0.9	1.6		
% Change	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6	4.2	3.9		



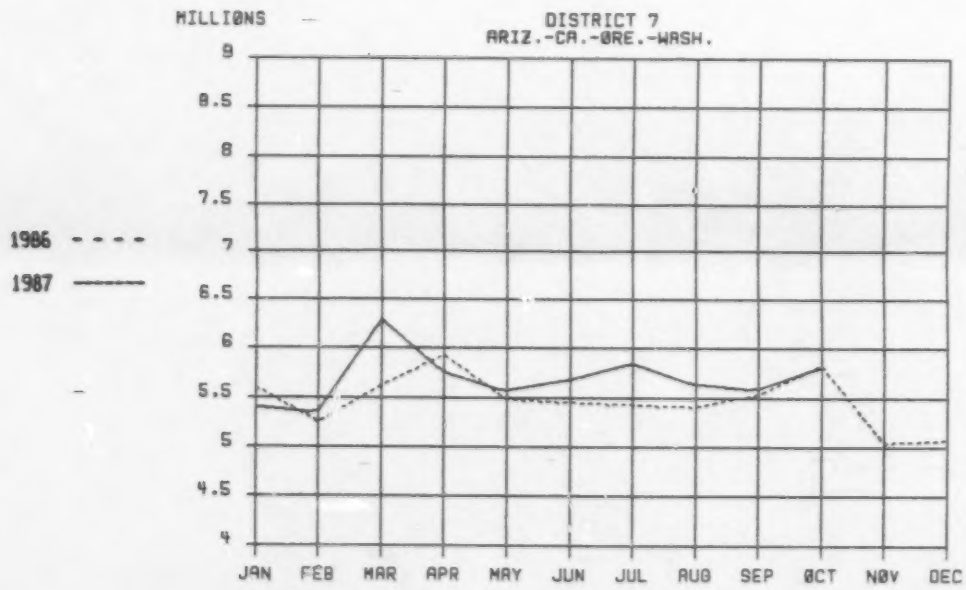
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0	4.9		
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8	-3.8		



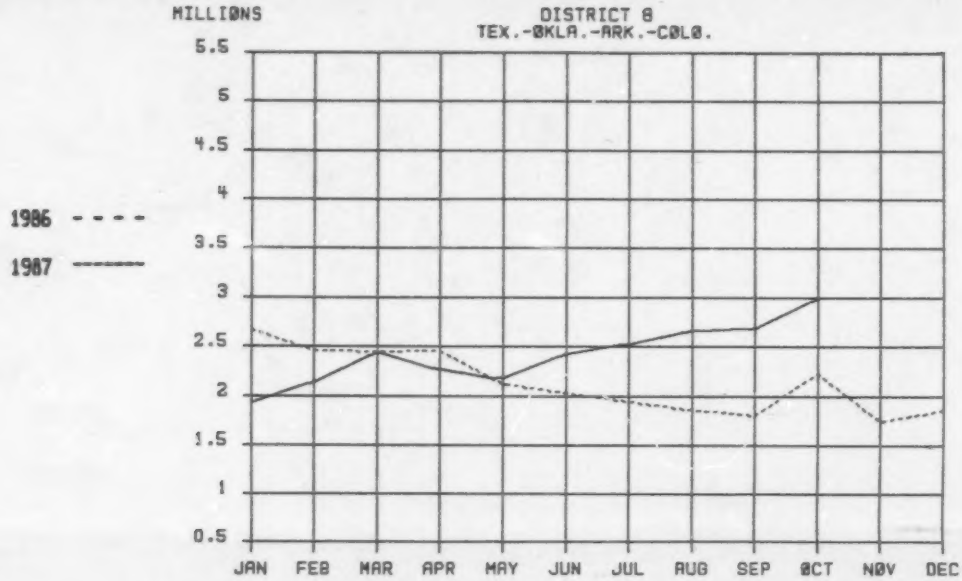
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2	4.2		
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9	2.1		



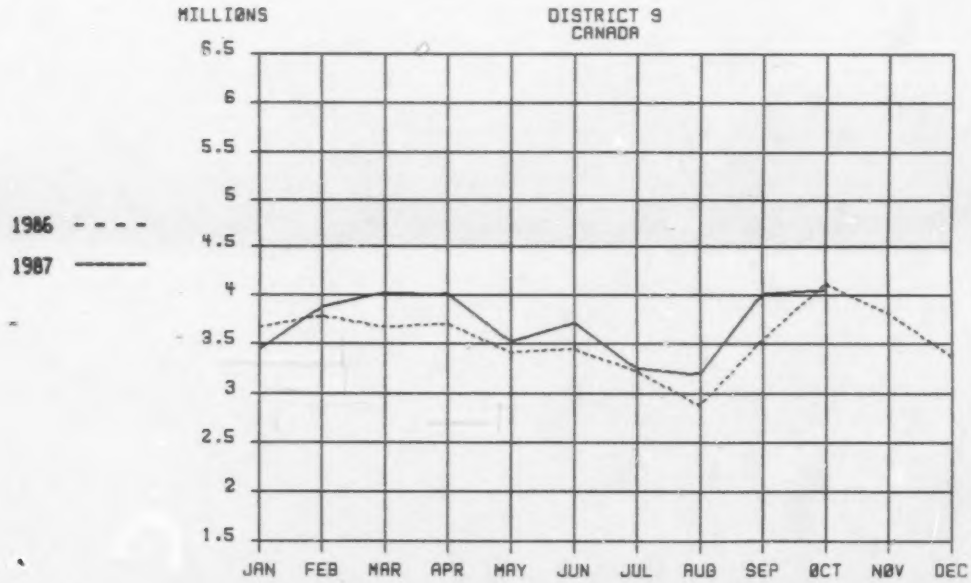
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2	11.7		
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8	13.6		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.1	11.9	-3.	[illegible]	3	7.6	4.2	1.1	-0.3		
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9	2.5		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6	34.2		
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5	10.2		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1	-1.7		
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5	4.7		

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NOVEMBER 1987 METAL TREATING INDUSTRY BILLINGS INCREASE 14.1% OVER NOVEMBER 1986

Sales for November 1987 amounted to $42.1 million. November 1986 sales were $36.9 million. The October to November decline in billings was much steeper in 1986 than in 1987.

For the year-to-date, sales reached $463.4 million, an increase of 4.4% over the January-November 1986 total for this period of $444.1 million.

Eight of nine MTI districts improved their performance over November 1986. For the January-November period, six districts exceeded their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Nov 87 vs. Nov 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	0.0	- 0.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	16.9	- 0.9
3	South Central (W.PA-OH-IN-KY)	10.5	4.5
4	Michigan	12.9	- 2.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.7	2.0
6	North Central (IL-WI-MN-MO-IA)	22.3	14.3
7	Pacific Coast (CA-AZ-ORE-WASH)	10.2	3.2
8	Southwest (TX-OK-AR-CO-LA-UT)	57.6	13.6
9	Canada	10.2	5.4

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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1987

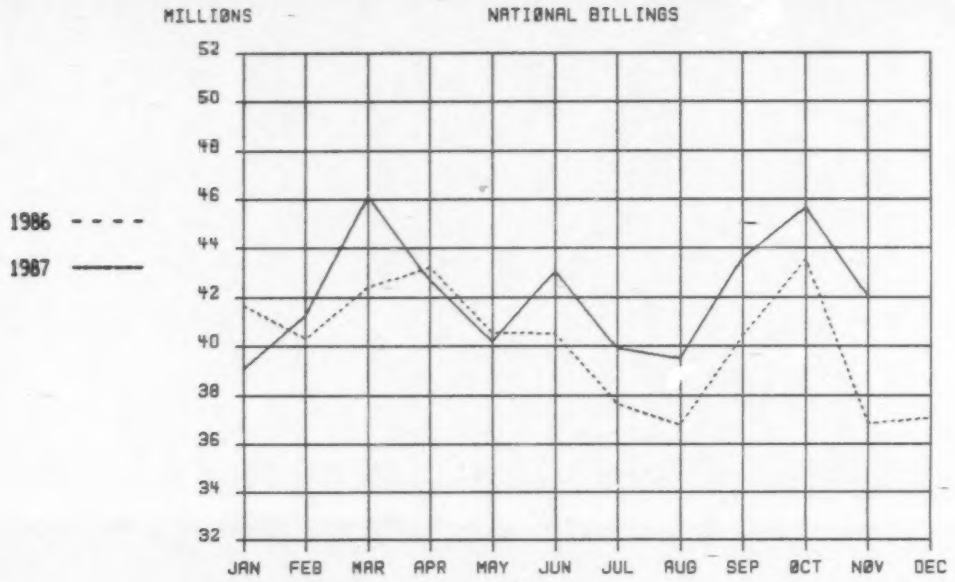
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	36854.2	42055.6	14.1	100.0	100.0
Dist. 1	19	2945.8	2945.7	0.0	8.0	7.0
Dist. 2	42	4003.6	4680.4	16.9	10.9	11.1
Dist. 3	61	6862.7	7580.5	10.5	18.6	18.0
Dist. 4	32	4564.7	5154.4	12.9	12.4	12.3
Dist. 5	24	2065.2	2080.1	0.7	5.6	4.9
Dist. 6	50	5812.4	7107.2	22.3	15.8	16.9
Dist. 7	34	5045.3	5561.8	10.2	13.7	13.2
Dist. 8	22	1742.3	2745.3	57.6	4.7	6.5
Dist. 9	23	3812.1	4199.6	10.2	10.3	10.0
Foreign	10					

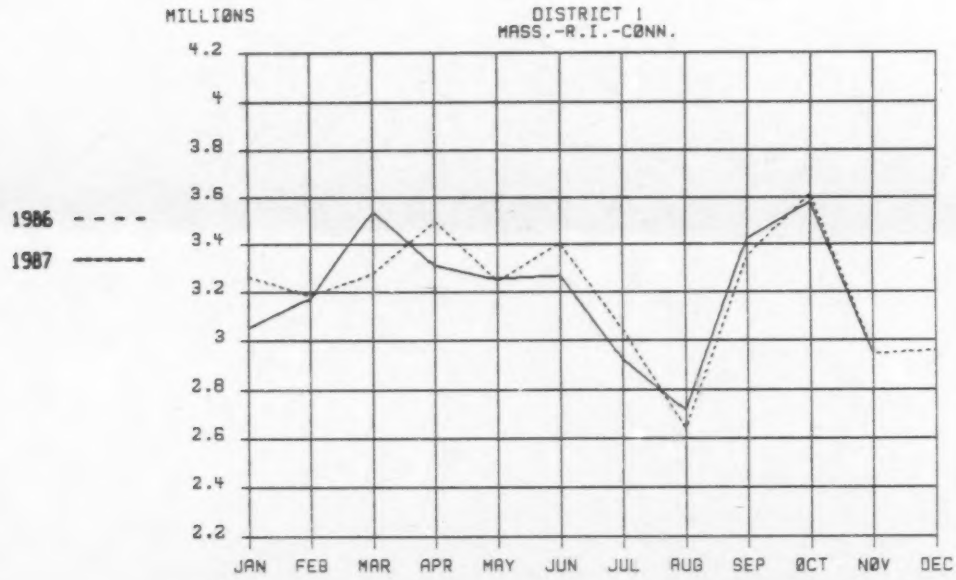
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	444091.3	463435.5	4.4	100.0	100.0
Dist. 1	35473.5	35206.0	- 0.8	8.0	7.6
Dist. 2	48032.1	47614.9	- 0.9	10.8	10.3
Dist. 3	81690.0	85337.5	4.5	18.4	18.4
Dist. 4	59563.8	58070.9	- 2.5	13.4	12.5
Dist. 5	25053.4	25557.3	2.0	5.6	5.5
Dist. 6	70582.4	80671.3	14.3	15.9	17.4
Dist. 7	60603.0	62523.4	3.2	13.6	13.5
Dist. 8	23795.5	27043.3	13.6	5.4	5.8
Dist. 9	39297.5	41411.0	5.4	8.8	8.9

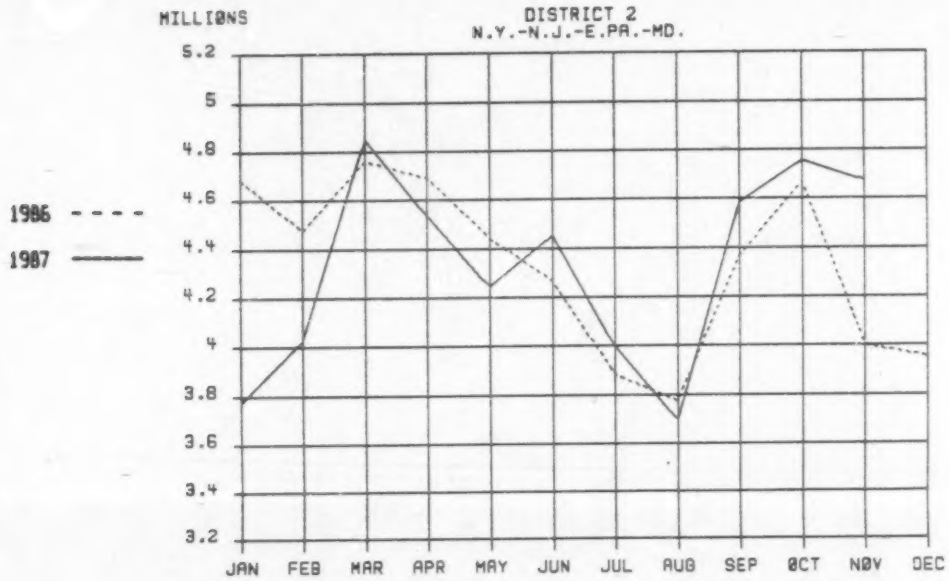
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



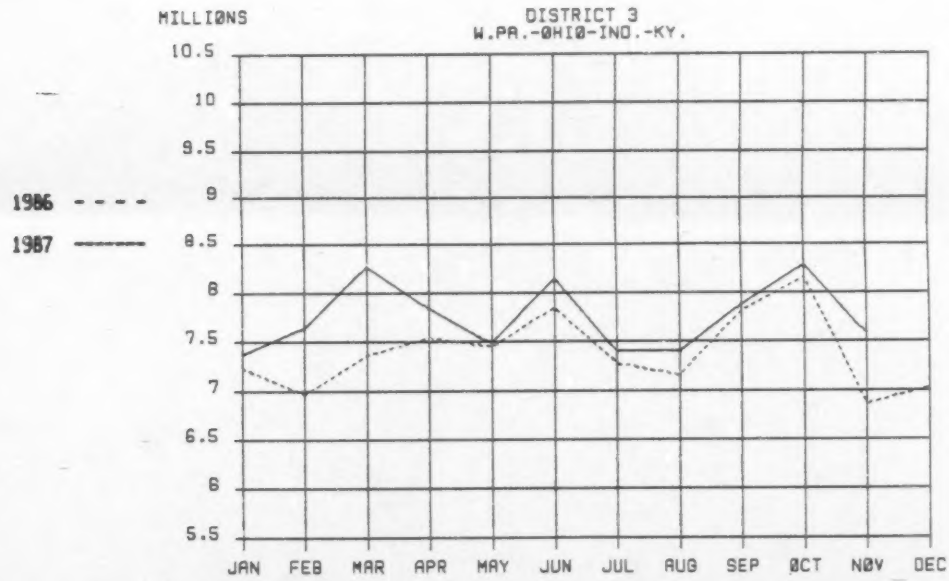
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8	4.9	14.1	
% Change	Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3	3.5	4.4	



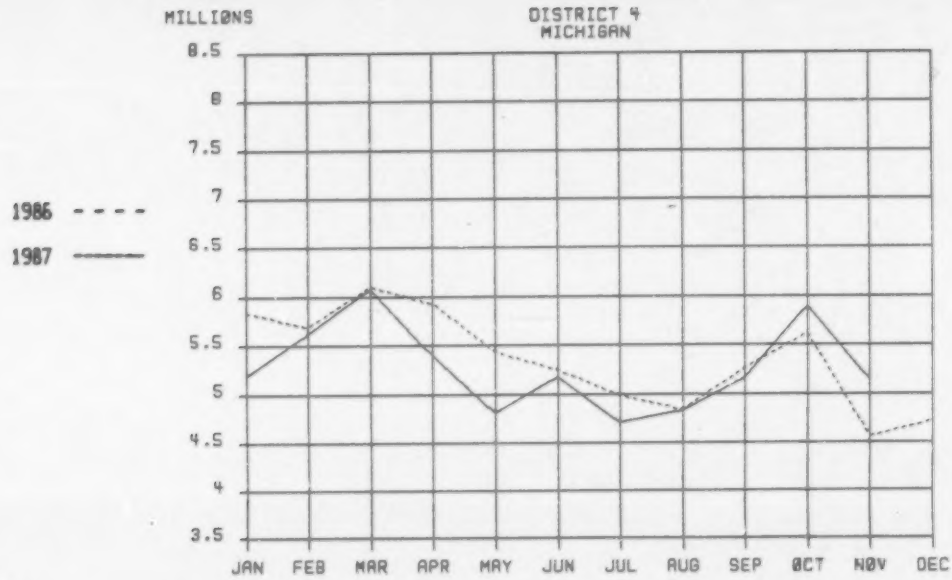
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2	-0.9	0.0	
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8	-0.8	-0.8	



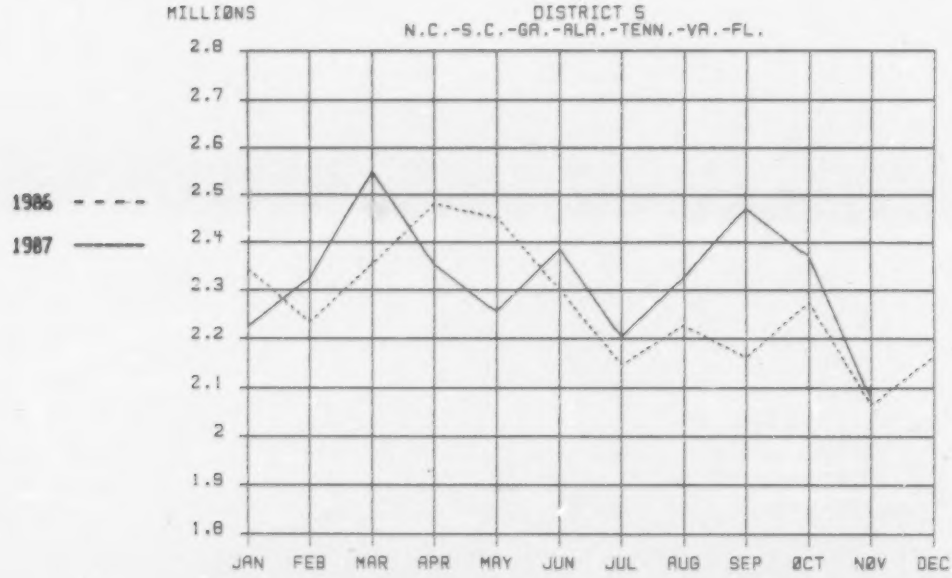
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1	5.0	1.8	16.9	
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0	-2.5	-0.9	



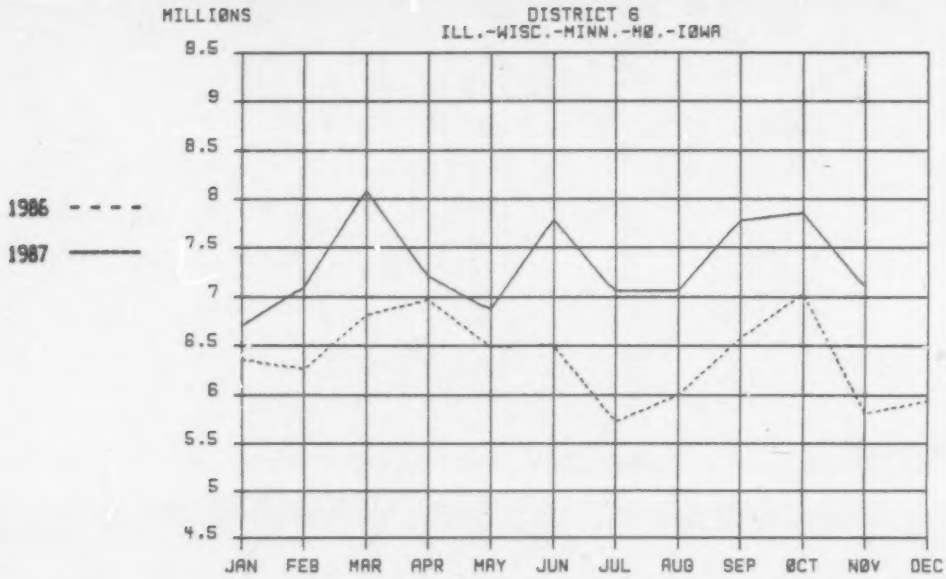
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.9	3.7	12.3	4.0	0.5	3.9	1.7	3.4	0.9	1.6	10.5	
% Change	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6	4.2	3.9	4.5	



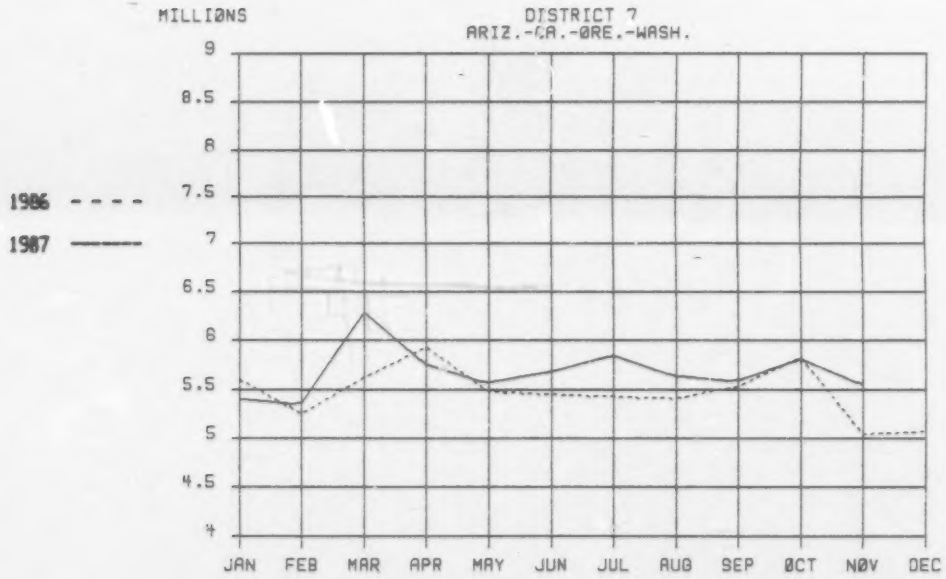
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0	4.9	12.9	
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8	-3.8	-2.5	



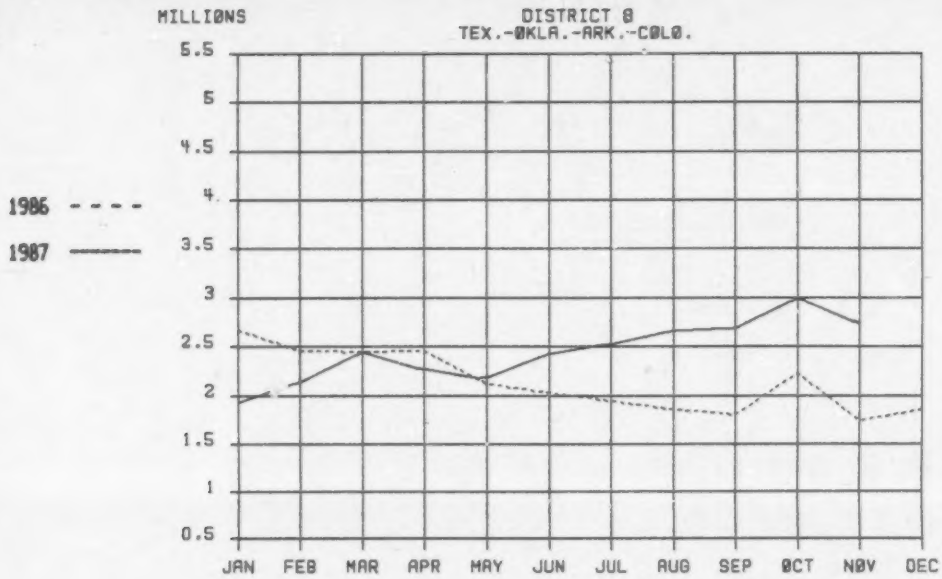
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2	4.2	0.7	
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9	2.1	2.0	



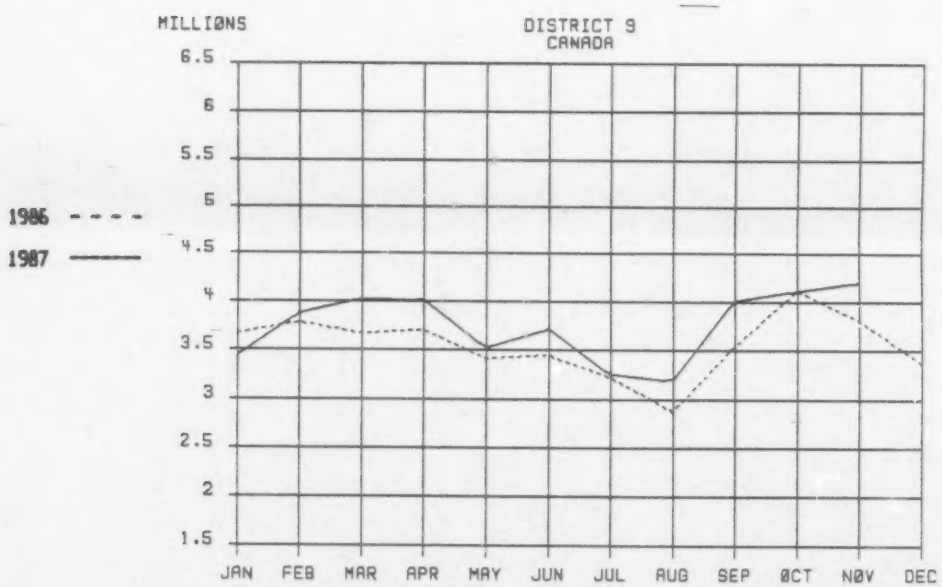
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2	11.7	22.3	
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8	13.6	14.3	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2	1.1	-0.3	10.2	
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9	2.5	3.2	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6	34.2	57.6	
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5	10.2	13.6	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1	-0.2	10.[illegible]	
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5	4.9	5.4	

2/9/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1987

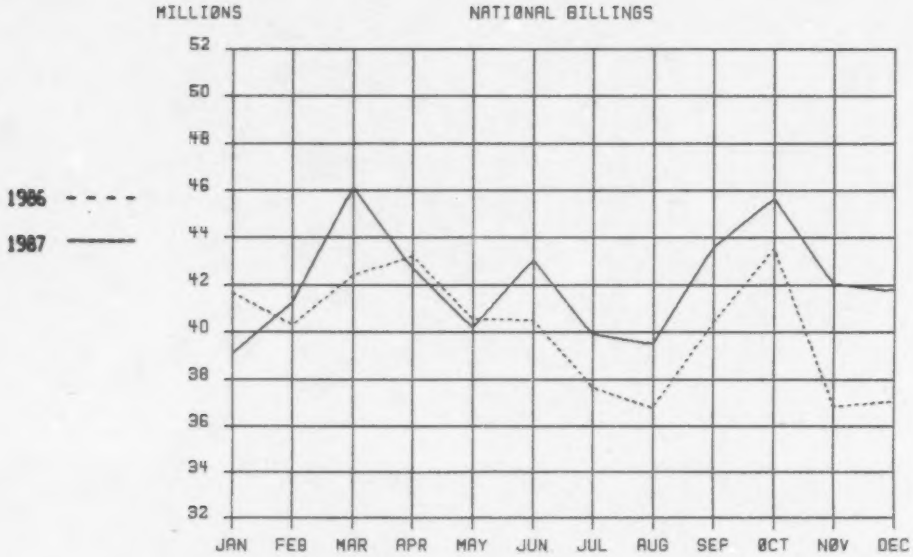
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	37069.6	41831.8	12.8	100.0	100.0
Dist. 1	19	2958.7	3088.5	4.4	8.0	7.4
Dist. 2	42	3920.7	4249.9	8.4	10.6	10.2
Dist. 3	61	7063.1	7447.5	5.4	19.1	17.8
Dist. 4	32	4719.8	4795.7	1.6	12.7	11.5
Dist. 5	24	2164.7	2357.5	8.9	5.8	5.6
Dist. 6	50	5937.6	7280.6	22.6	16.0	17.4
Dist. 7	34	5071.4	5763.1	13.6	13.7	13.8
Dist. 8	22	1859.5	3002.8	61.5	5.0	7.2
Dist. 9	23	3374.1	3846.2	14.0	9.1	9.2
Foreign	10					

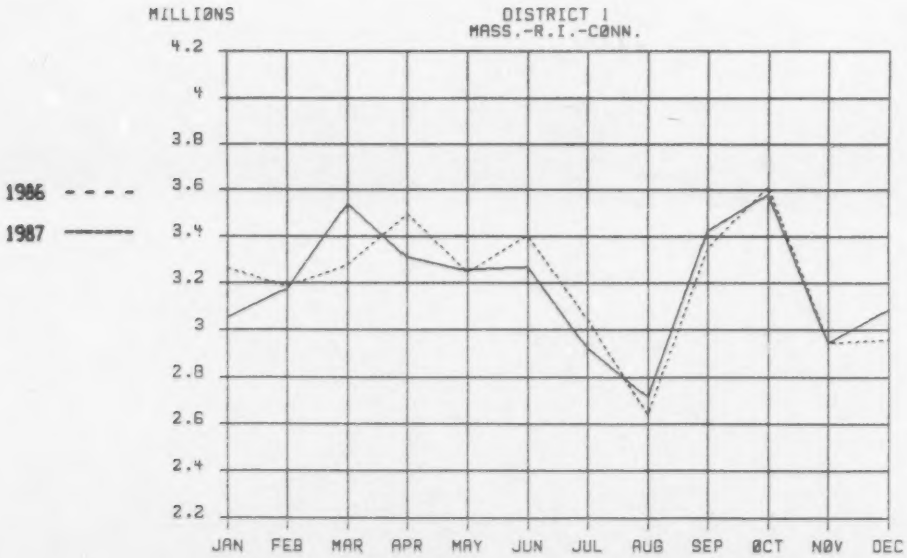
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	481160.9	504879.3	4.9	100.0	100.0
Dist. 1	38432.2	38294.5	- 0.4	8.0	7.6
Dist. 2	51501.4	51029.6	- 0.9	10.7	10.1
Dist. 3	89204.5	93259.2	4.5	18.5	18.5
Dist. 4	64283.6	62866.6	- 2.2	13.4	12.5
Dist. 5	27218.1	27914.8	2.6	5.7	5.5
Dist. 6	76520.0	87951.9	14.9	15.9	17.4
Dist. 7	65674.5	68259.4	3.9	13.6	13.5
Dist. 8	25655.0	30046.1	17.1	5.3	6.0
Dist. 9	42671.6	45257.2	6.1	8.9	9.0

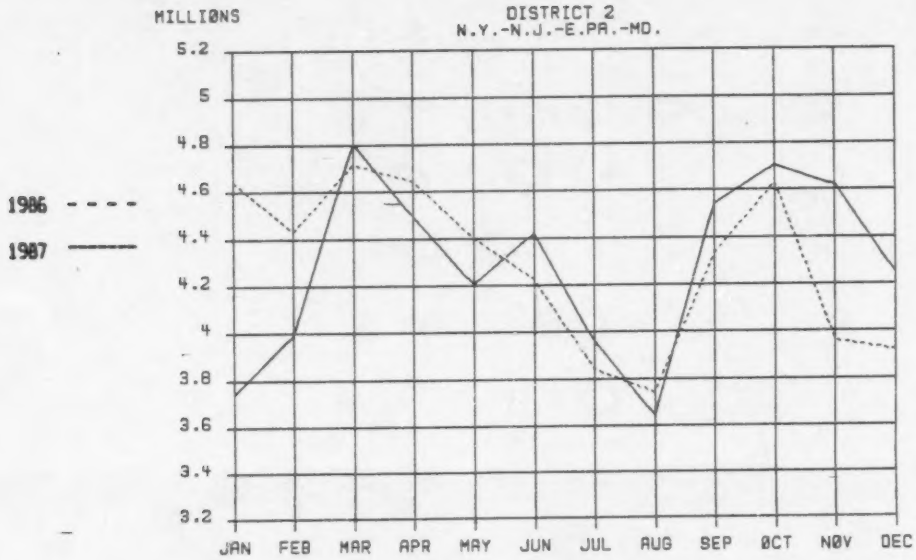
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



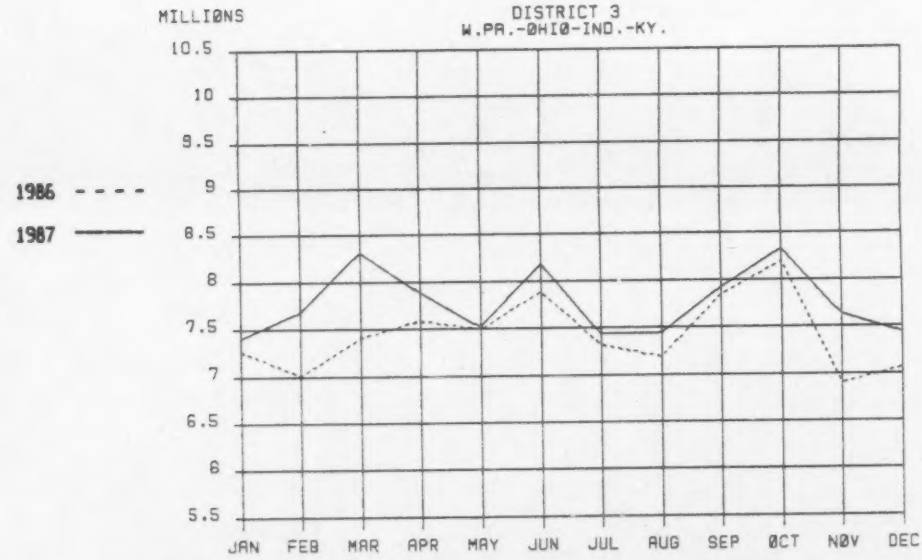
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8	4.9	13.1	12.8
% Change	Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3	3.5	4.3	4.9



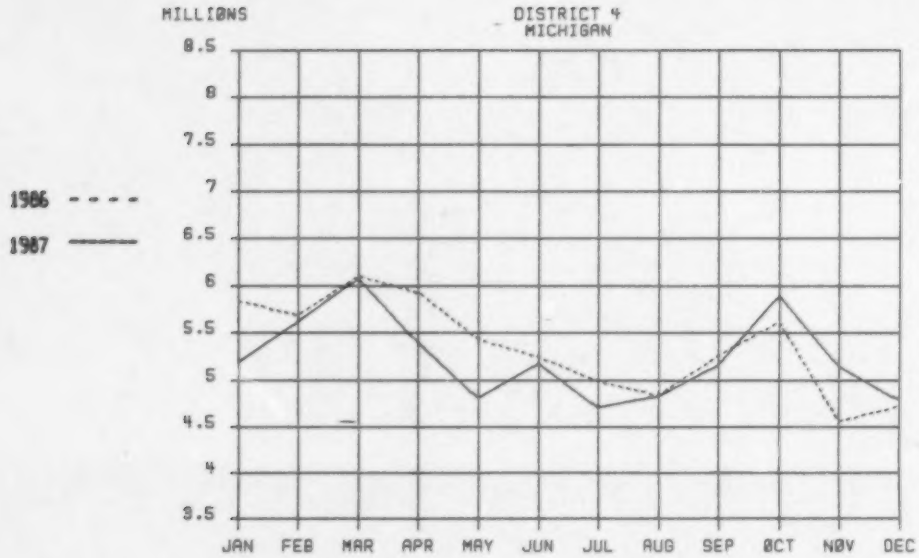
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2	-0.9	0.0	4.4
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8	-0.8	-0.8	-0.4



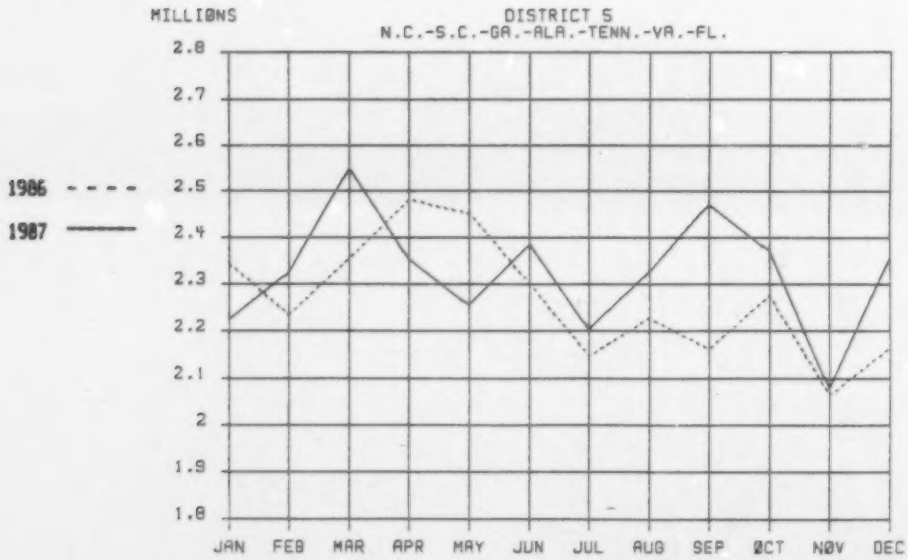
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.5	-10.0	1.9	-3.2	-4.4	4.5	3.1	-2.6	4.8	1.6	7.6	8.4
% Change	Cumulative	-19.5	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0	-2.5	-1.7	-0.9



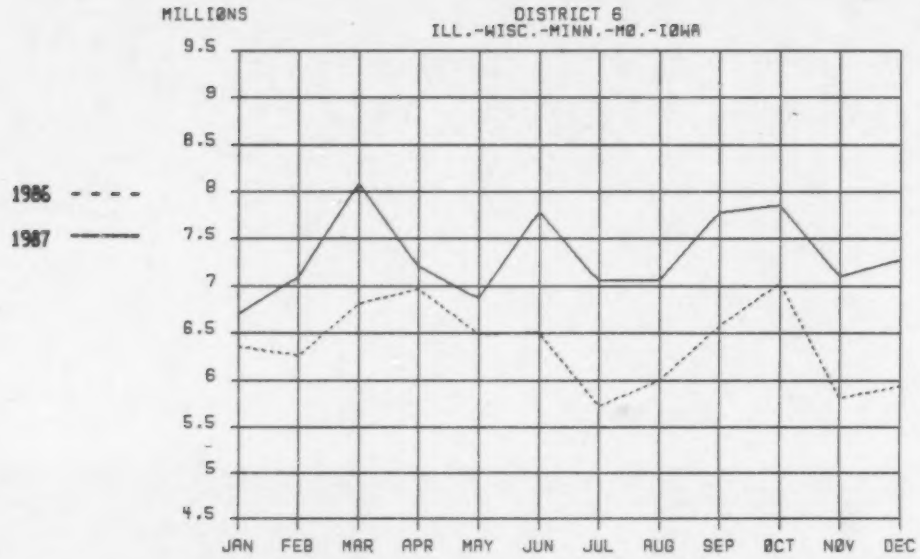
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	9.6	12.2	3.9	0.5	3.8	1.6	3.6	1.0	1.7	10.6	5.4
% Change	Cumulative	1.8	5.6	7.9	6.9	5.6	5.3	4.7	4.6	4.2	3.9	4.5	4.5



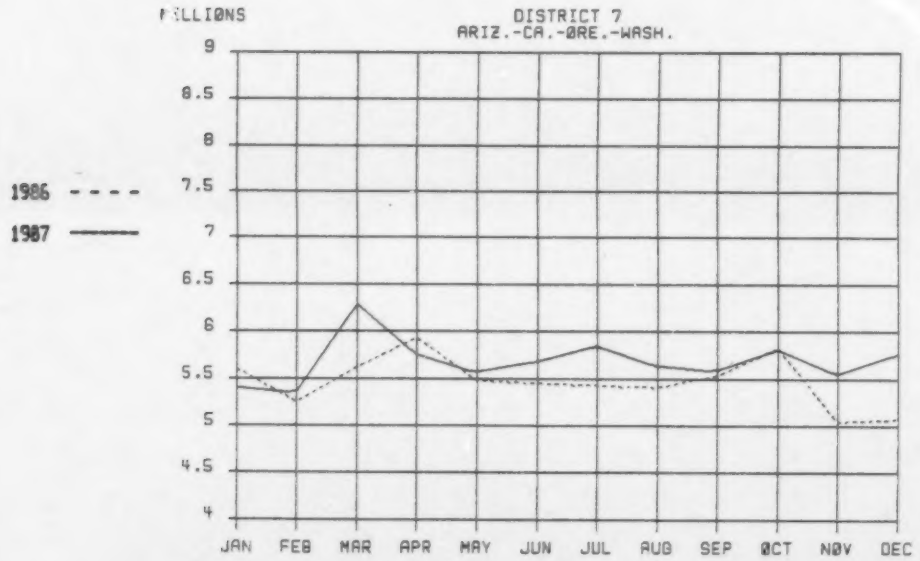
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0	4.9	12.9	1.6
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8	-3.8	-2.5	-2.2



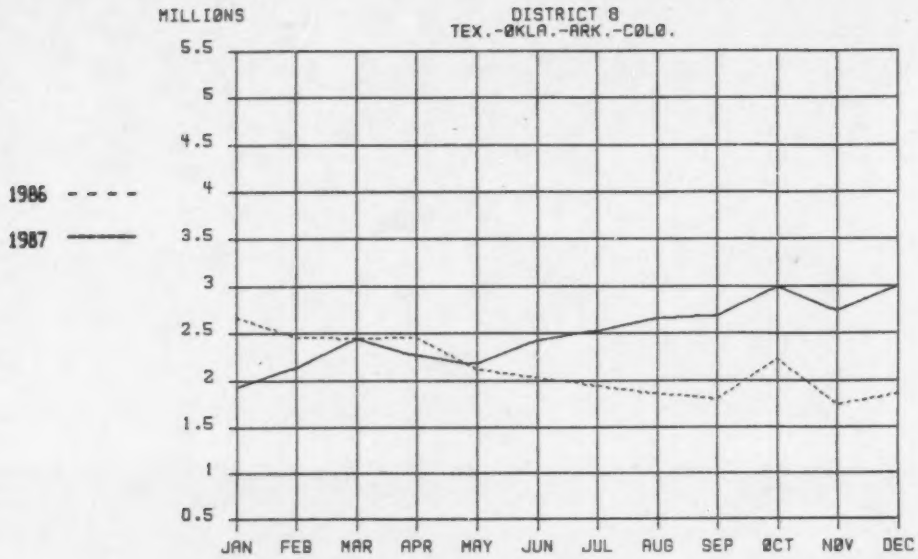
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2	4.2	0.7	8.9
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9	2.1	2.0	2.6



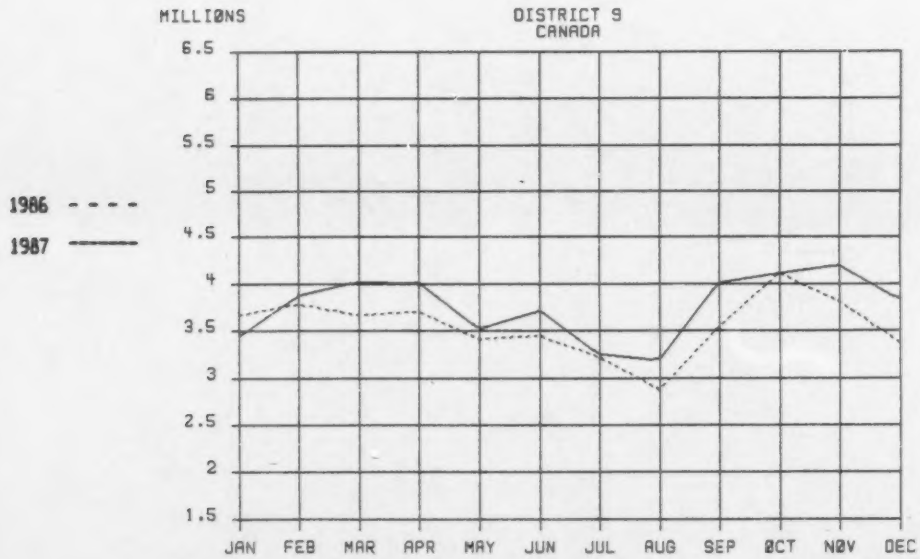
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2	11.7	22.3	22.6
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8	13.6	14.3	14.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2	1.1	-0.3	9.7	13.6
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9	2.5	3.1	3.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6	34.2	57.6	61.5
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5	10.2	13.6	17.1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1	-0.2	10.2	14.0
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5	4.9	5.4	6.1

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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Telephone: (904) 249-0448

FOR RELEASE:

IMMEDIATELY

FOR 1987 COMMERCIAL HEAT TREATERS POST 4.9% SALES INCREASE OVER 1986

Billings for December 1987 amounted to $41.8 million, up 12.8% over the December 1986 total of $37.1 million.

For the year, sales reached $504.9 million, compared to the 1986 year-end total of $481.2 million.

All nine MTI districts improved their performance over December 1986. For the year, six districts exceeded their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Dec 87 vs. Dec 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	4.4	- 0.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.4	- 0.9
3	South Central (W.PA-OH-IN-KY)	5.4	4.5
4	Michigan	1.6	- 2.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.9	2.6
6	North Central (IL-WI-MN-MO-IA)	22.6	14.9
7	Pacific Coast (CA-AZ-ORE-WASH)	13.6	3.9
8	Southwest (TX-OK-AR-CO-LA-UT)	61.5	17.1
9	Canada	14.0	6.1

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MTI MASTER CRAFTSMEN
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news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

JANUARY 1988 BILLINGS FOR METAL TREATING INDUSTRY TOP JANUARY 1987 TOTAL BY 8.3%

January sales reached $42.4 million, up from $39.1 million for January 1987. Billings were also up 1.3% from December 1987.

All nine MTI districts improved their performance over January 1987.

A summary of percentage change by geographic regions follows:

	District	Jan 88 vs. Jan 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	0.1	0.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	12.7	12.7
3	South Central (W.PA-OH-IN-KY)	5.6	5.6
4	Michigan	2.4	2.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.5	1.5
6	North Central (IL-WI-MN-MO-IA)	11.1	11.1
7	Pacific Coast (CA-AZ-ORE-WASH)	1.8	1.8
8	Southwest (TX-OK-AR-CO-LA-UT)	48.9	48.9
9	Canada	11.9	11.9

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1988

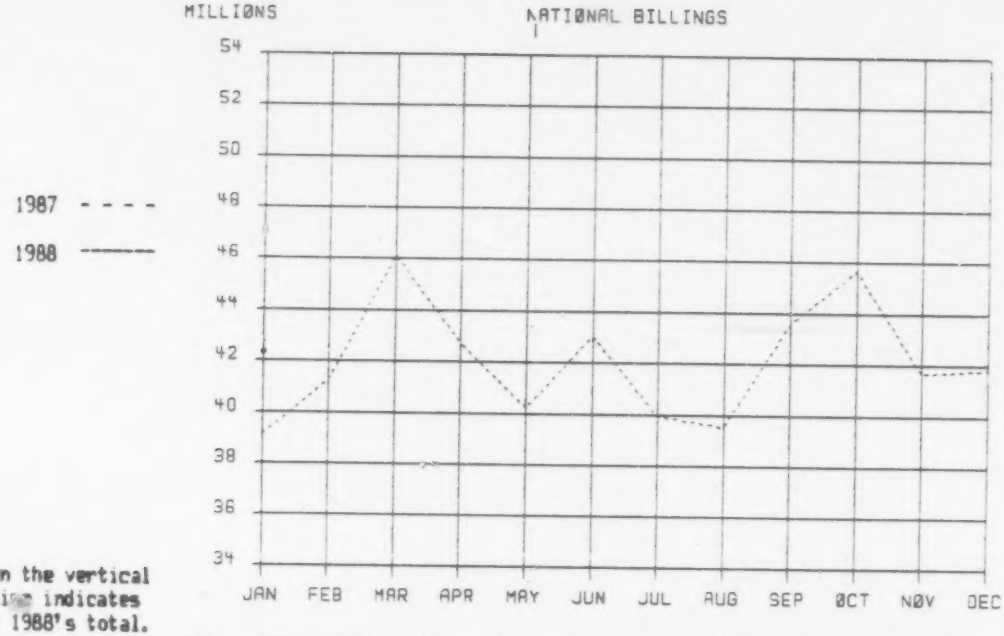
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	39116.4	42364.2	8.3	100.0	100.0
Dist. 1	19	3055.7	3057.7	0.1	7.8	7.2
Dist. 2	42	3740.2	4215.0	12.7	9.6	9.9
Dist. 3	61	7410.0	7827.2	5.6	18.9	18.5
Dist. 4	32	5198.5	5322.6	2.4	13.3	12.6
Dist. 5	24	2226.3	2258.9	1.5	5.7	5.3
Dist. 6	50	6708.9	7452.8	11.1	17.2	17.6
Dist. 7	34	5401.6	5501.3	1.8	13.8	13.0
Dist. 8	22	1930.5	2873.7	48.9	4.9	6.8
Dist. 9	23	3444.8	3855.0	11.9	8.8	9.1
Foreign	10					

BILLINGS TO DATE

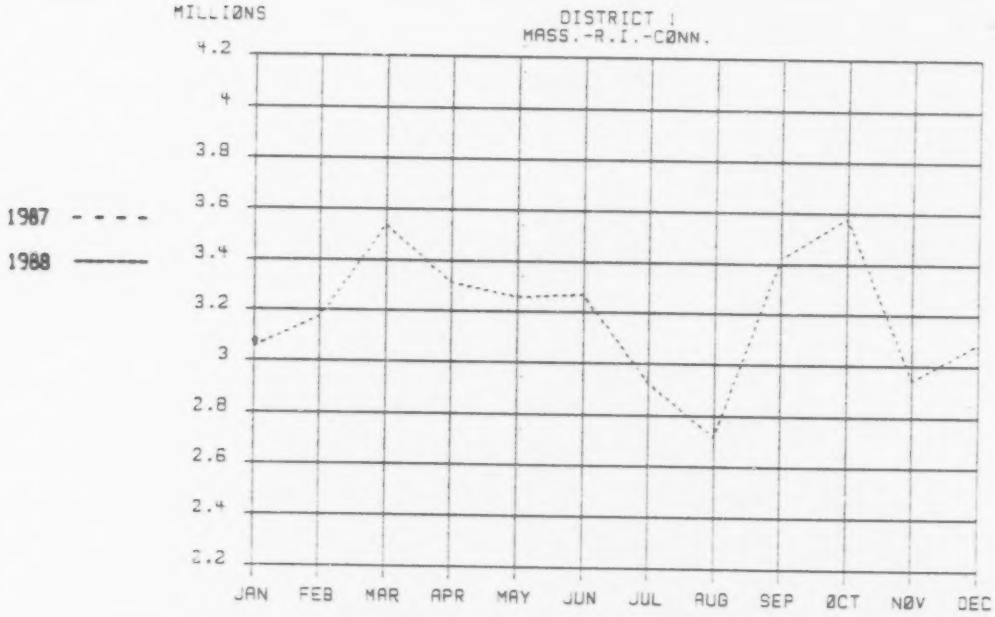
	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	39116.4	42364.2	8.3	100.0	100.0
Dist. 1	3055.7	3057.7	0.1	7.8	7.2
Dist. 2	3740.2	4215.0	12.7	9.6	9.9
Dist. 3	7410.0	7827.2	5.6	18.9	18.5
Dist. 4	5198.5	5322.6	2.4	13.3	12.6
Dist. 5	2226.3	2258.9	1.5	5.7	5.3
Dist. 6	6708.9	7452.8	11.1	17.2	17.6
Dist. 7	5401.6	5501.3	1.8	13.8	13.0
Dist. 8	1930.5	2873.7	48.9	4.9	6.8
Dist. 9	3444.8	3855.0	11.9	8.8	9.1

[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87

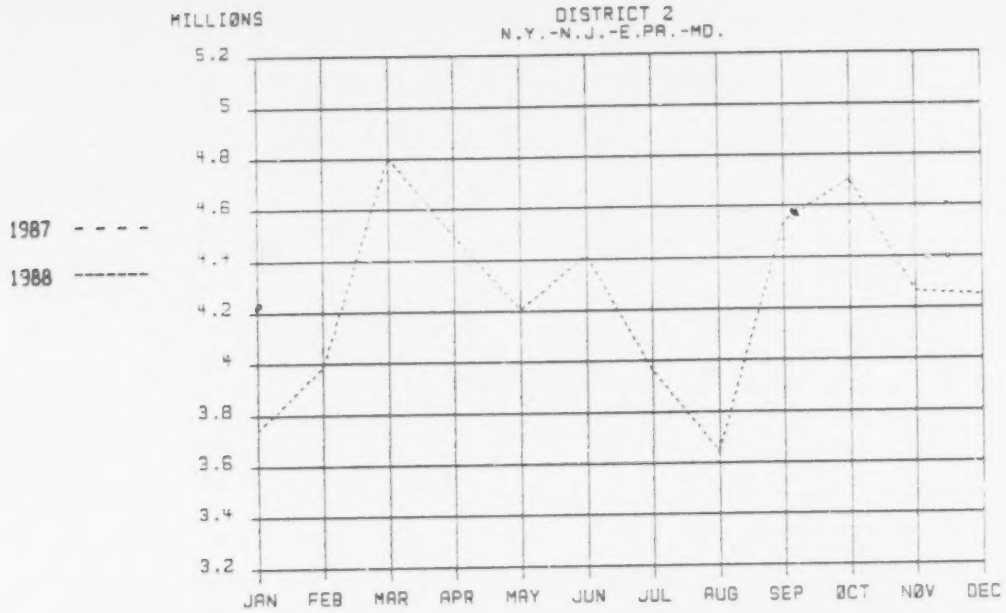


Note: A dot on the vertical graph line indicates January 1988's total.

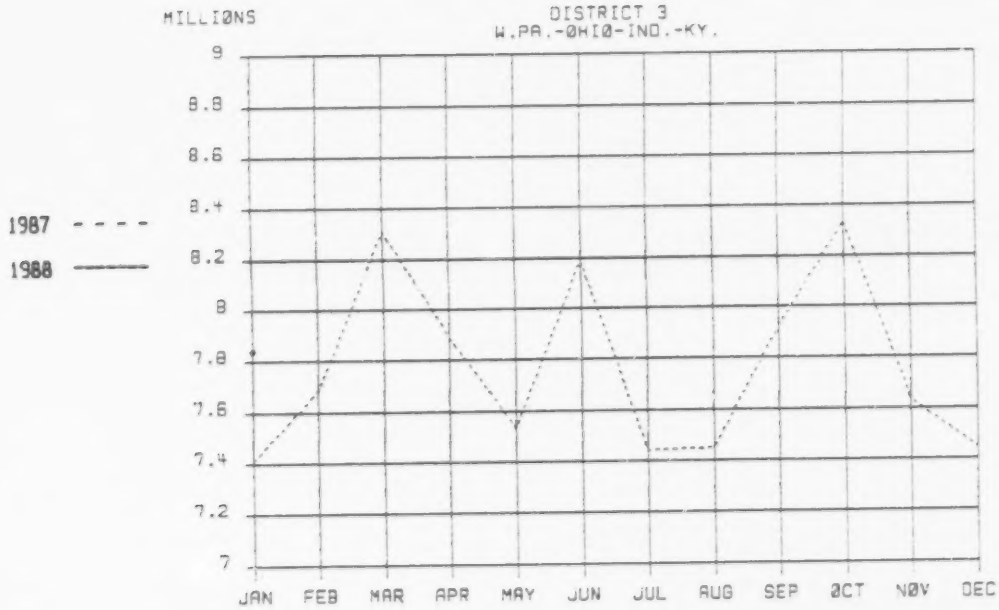
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3											
% Change	Cumulative	8.3											



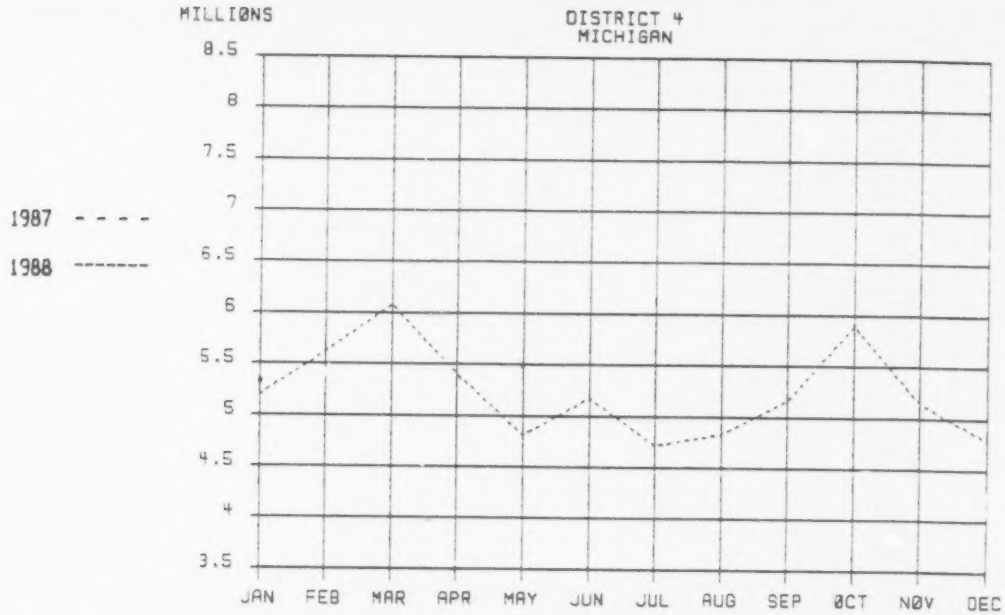
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.1											
% Change	Cumulative	0.1											



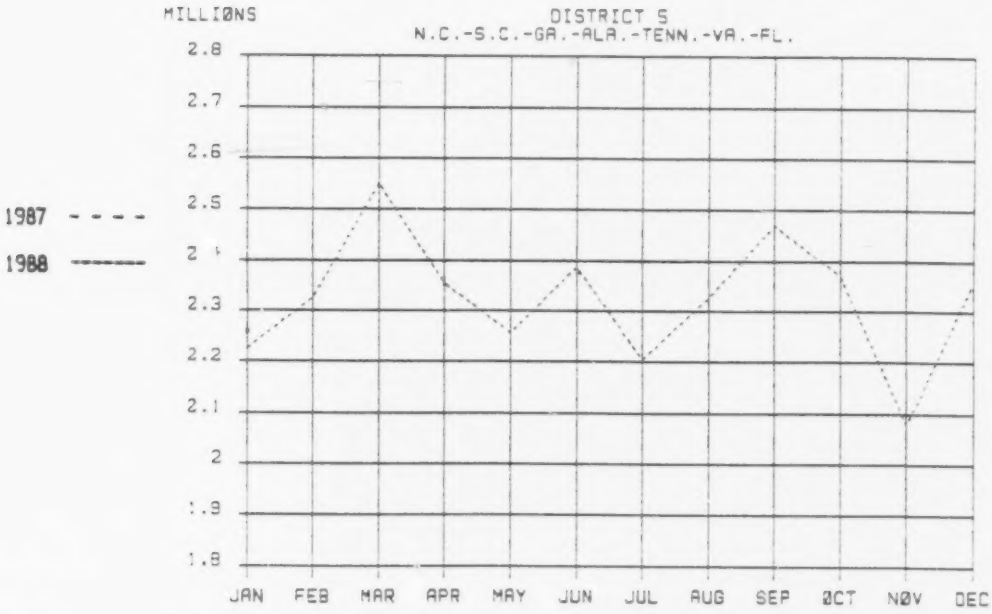
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.7											
% Change	Cumulative	12.7											



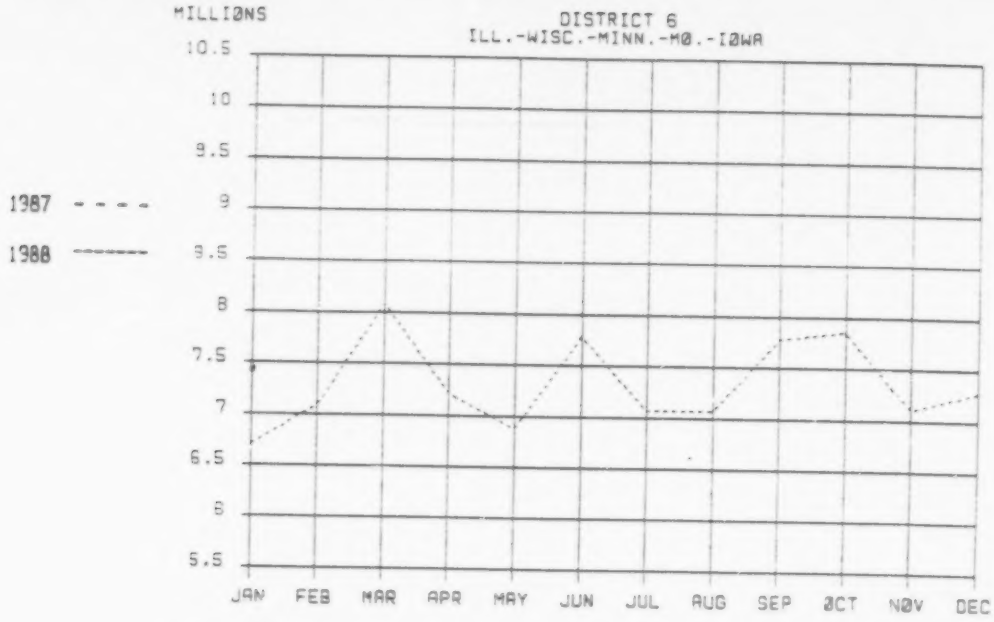
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6											
% Change	Cumulative	5.6											



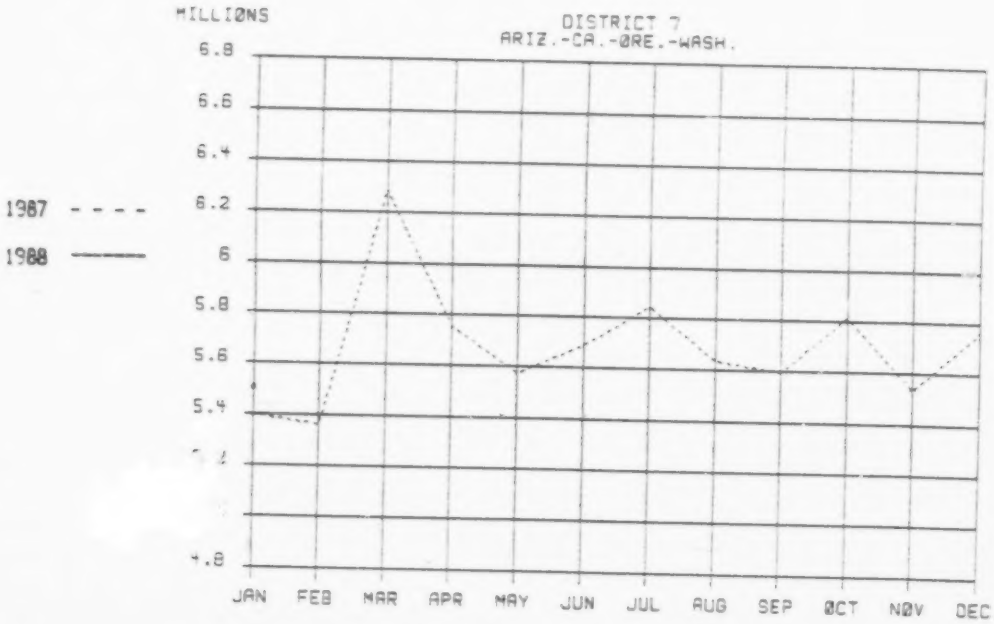
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.4											
% Change	Cumulative	2.4											



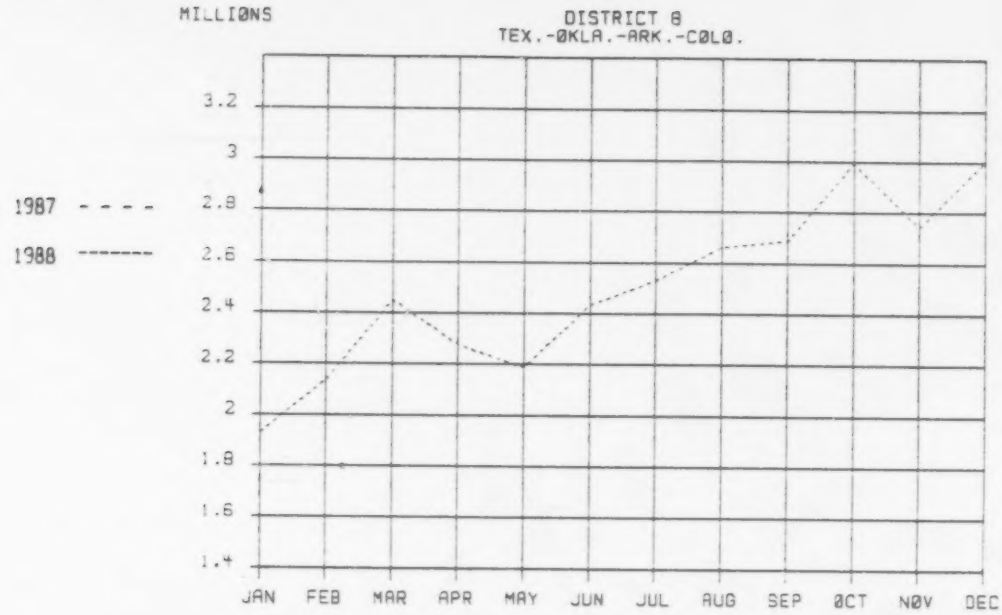
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5											
% Change	Cumulative	1.5											



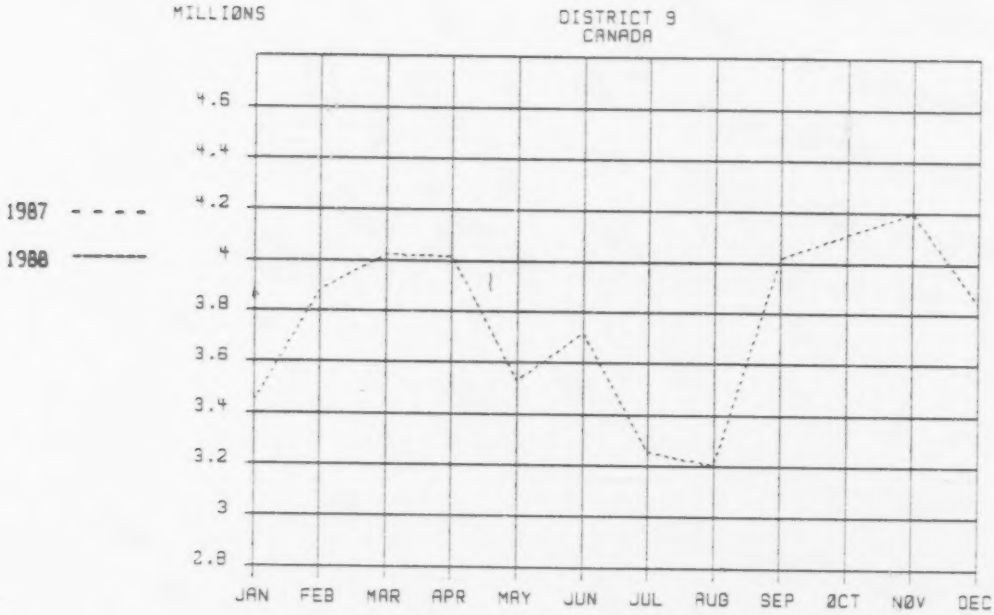
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.1											
% Change	Cumulative	11.1											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8											
% Change	Cumulative	1.8											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9											
% Change	Cumulative	48.9											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9											
% Change	Cumulative	11.9											

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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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Telephone (904) 878-6185

FOR RELEASE: IMMEDIATELY

FEBRUARY 1988 SALES FOR COMMERCIAL HEAT TREATERS EXCEED FEBRUARY 1987 TOTAL BY 12.3%

February billings totaled $46.1 million, well above the $41.0 million reached in February 1987.

For the first two months of 1988, sales amounted to $88.2 million, up 10.4% from the same period in 1987 when sales reached $79.9 million.

Eight MTI districts improved their performance over February 1987, and all nine districts outperformed 1987 for the two-month period.

A summary of percentage change by geographic regions follows:

	District	Feb 88 vs. Feb 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	1.9	1.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	13.8	13.2
3	South Central (W.PA-OH-IN-KY)	8.9	7.3
4	Michigan	- 0.3	1.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	7.6	4.6
6	North Central (IL-WI-MN-MO-IA)	19.0	15.2
7	Pacific Coast (CA-AZ-ORE-WASH)	10.7	6.3
8	Southwest (TX-OK-AR-CO-LA-UT)	51.9	50.4
9	Canada	15.1	13.6

4/1/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1988

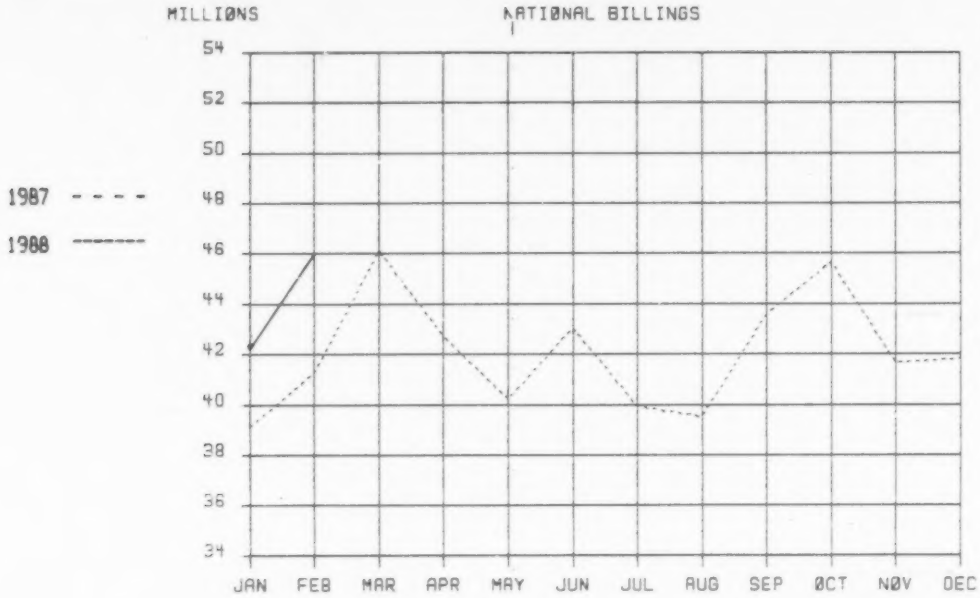
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	41026.8	46065.5	12.3	100.0	100.0
Dist. 1	19	3175.1	3234.2	1.9	7.7	7.0
Dist. 2	42	3925.0	4467.5	13.8	9.6	9.7
Dist. 3	61	7581.5	8258.2	8.9	18.5	17.9
Dist. 4	32	5627.9	5610.0	- 0.3	13.7	12.2
Dist. 5	24	2325.8	2503.6	7.6	5.7	5.4
Dist. 6	50	7007.1	8338.5	19.0	17.1	18.1
Dist. 7	34	5362.6	5936.5	10.7	13.1	12.9
Dist. 8	22	2138.3	3247.3	51.9	5.2	7.0
Dist. 9	23	3883.4	4469.7	15.1	9.5	9.7
Foreign	10					

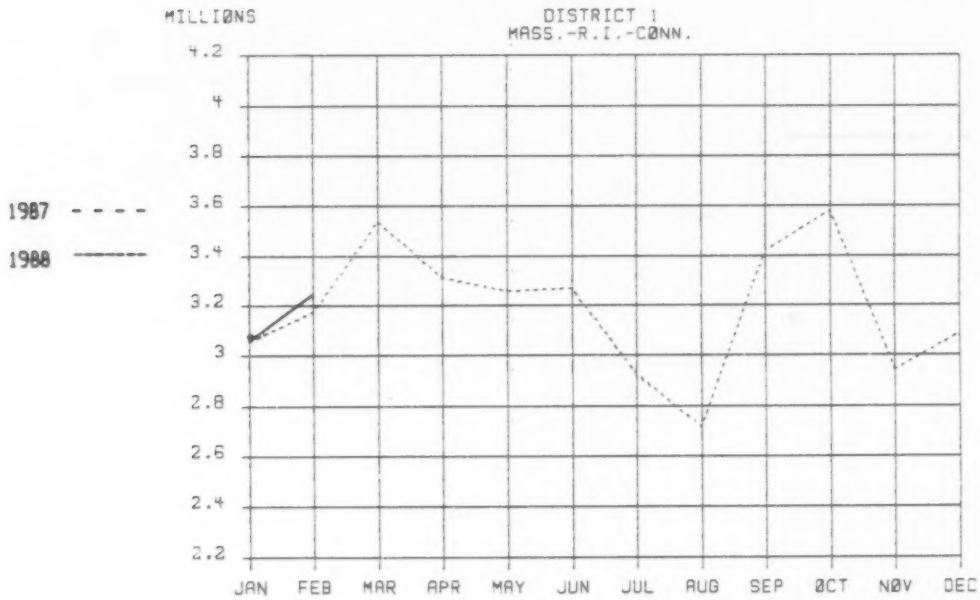
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	79913.5	88191.1	10.4	100.0	100.0
Dist. 1	6230.8	6301.4	1.1	7.8	7.1
Dist. 2	7621.6	8630.3	13.2	9.5	9.8
Dist. 3	14895.2	15983.4	7.3	18.6	18.1
Dist. 4	10826.4	10932.6	1.0	13.5	12.4
Dist. 5	4552.1	4762.5	4.6	5.7	5.4
Dist. 6	13626.2	15697.4	15.2	17.1	17.8
Dist. 7	10764.2	11437.8	6.3	13.5	13.0
Dist. 8	4068.8	6121.0	50.4	5.1	6.9
Dist. 9	7328.3	8324.8	13.6	9.2	9.4

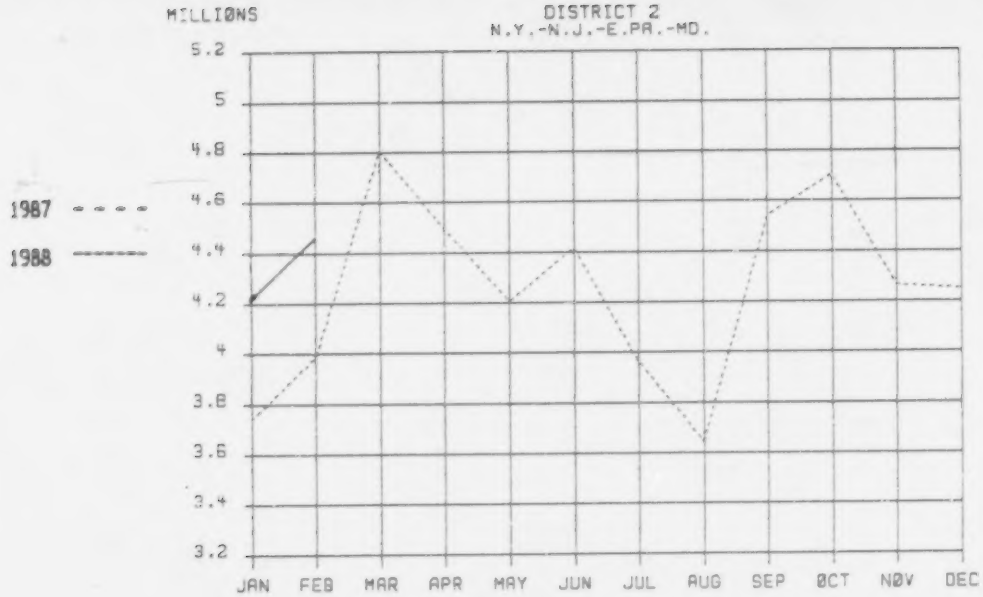
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



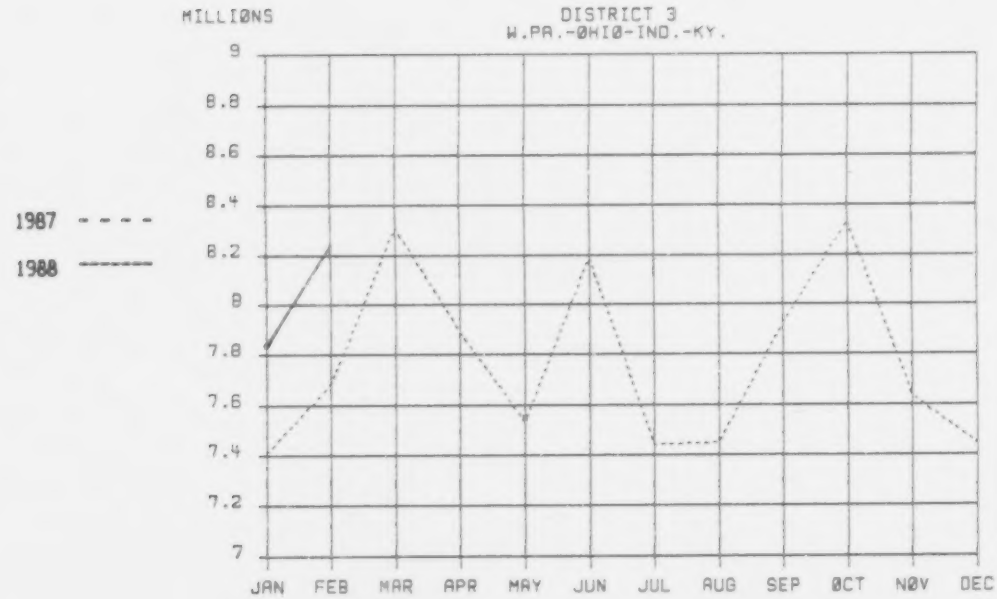
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	12.3										
% Change	Cumulative	8.3	10.4										



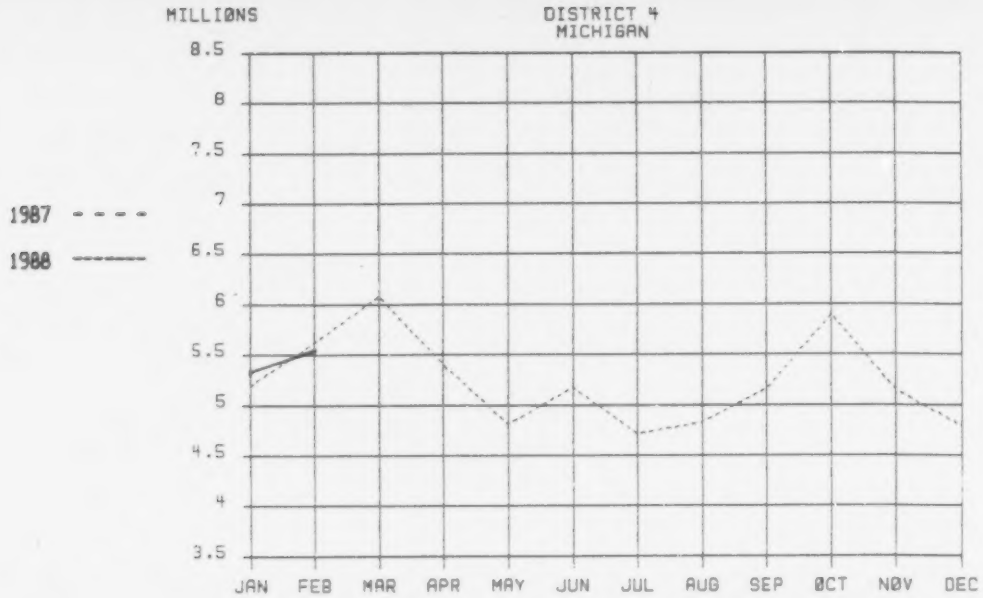
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.9										
% Change	Cumulative	0.4	1.1										



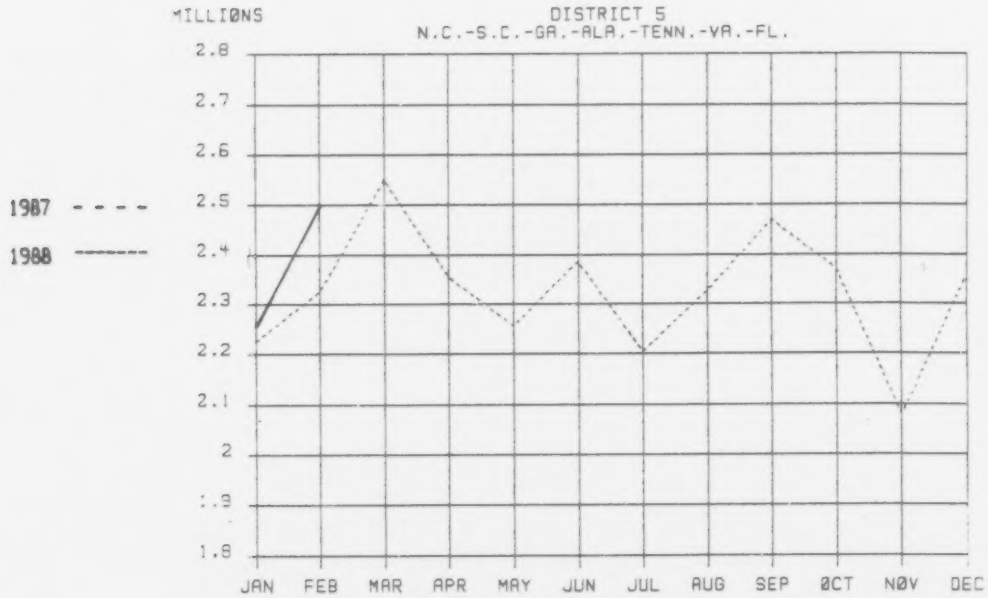
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.6	13.8										
% Change	Cumulative	12.6	13.2										



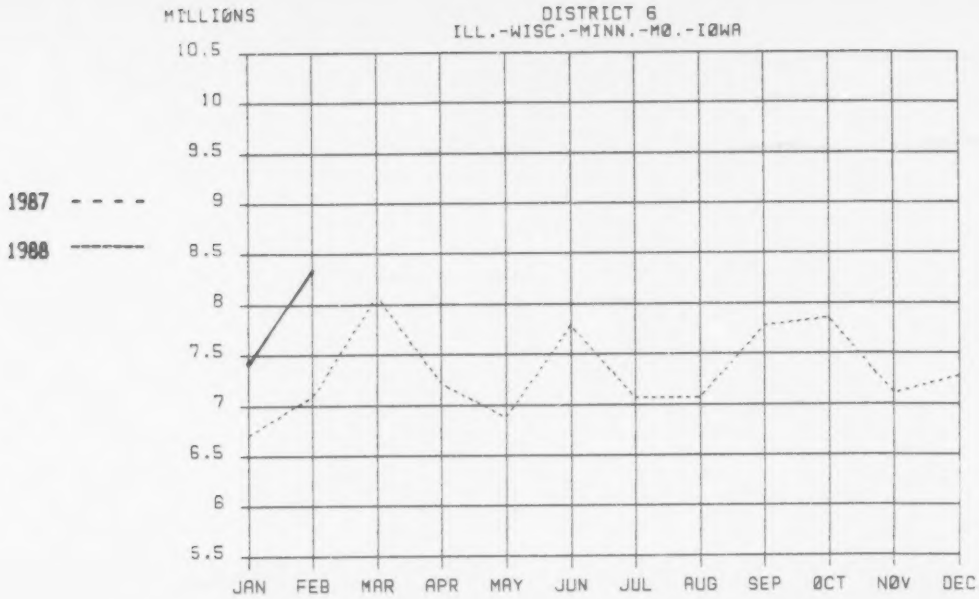
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6	8.9										
% Change	Cumulative	5.6	7.3										



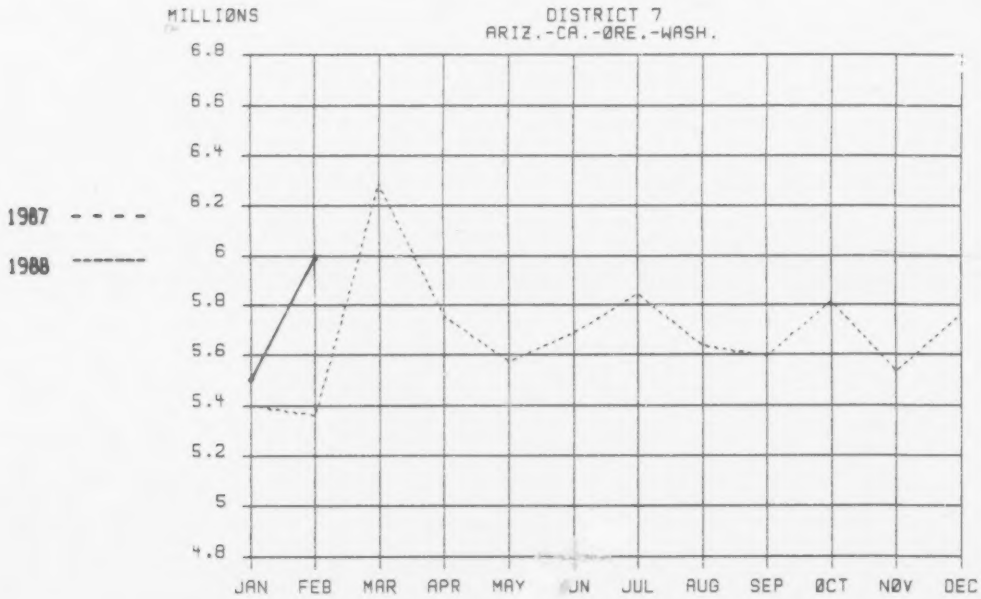
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.4	-0.3										
% Change	Cumulative	2.4	1.0										



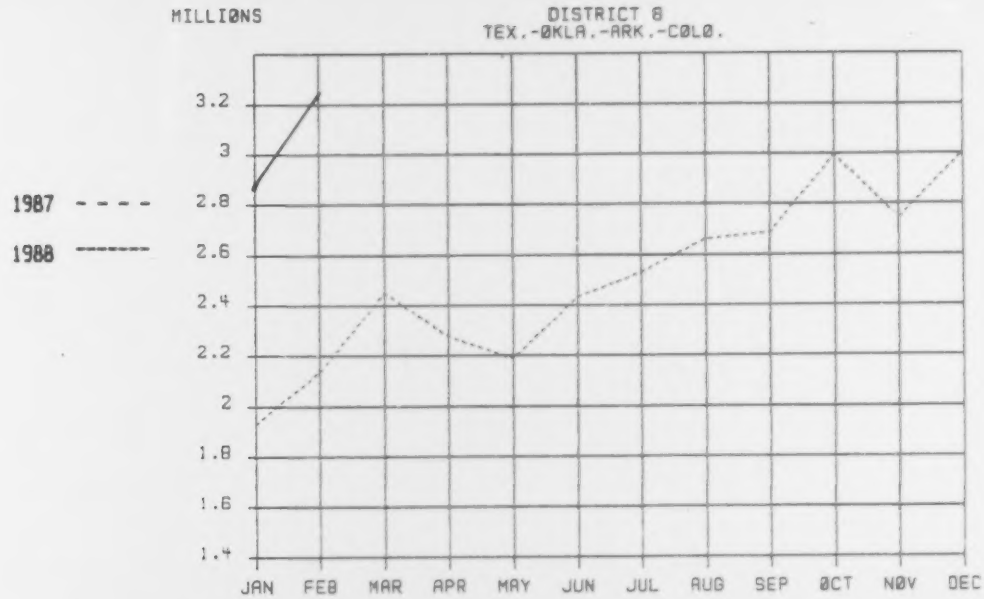
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	7.6										
% Change	Cumulative	1.5	4.6										



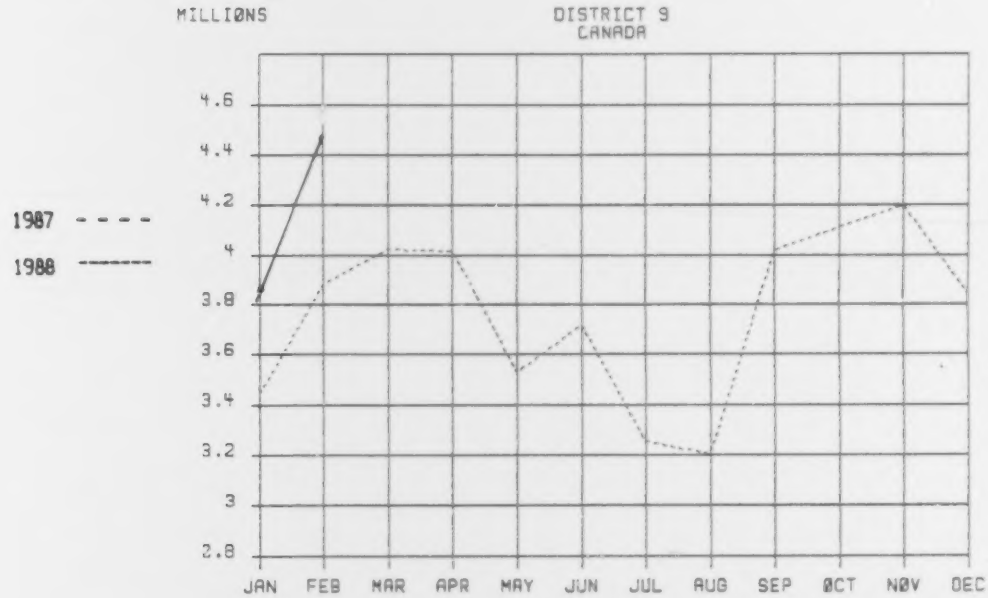
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.2	19.0										
% Change	Cumulative	11.2	15.2										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.7										
% Change	Cumulative	1.8	6.3										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9	51.9										
% Change	Cumulative	48.9	50.4										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	15.1										
% Change	Cumulative	11.9	13.6										

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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

FIRST QUARTER 1988 SALES OUTPACE FIRST QUARTER 1987 BY 11.7%

March billings totaled $53.3 million, 13.9% above the $46.8 million in billings reached in March 1987.

For the first quarter of 1988, sales amounted to $143.5 million, compared to $128.5 for the same period in 1987.

All MTI districts improved their performance over March 1987, and all nine districts surpassed their first quarter sales for 1987.

A summary of percentage change by geographic regions follows:

	District	Mar 88 vs. Mar 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	2.7	1.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.9	12.2
3	South Central (W.PA-OH-IN-KY)	11.9	9.3
4	Michigan	3.0	1.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	17.3	9.4
6	North Central (IL-WI-MN-MO-IA)	25.2	18.5
7	Pacific Coast (CA-AZ-ORE-WASH)	2.9	4.9
8	Southwest (TX-OK-AR-CO-LA-UT)	54.4	51.9
9	Canada	18.1	15.1

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1988

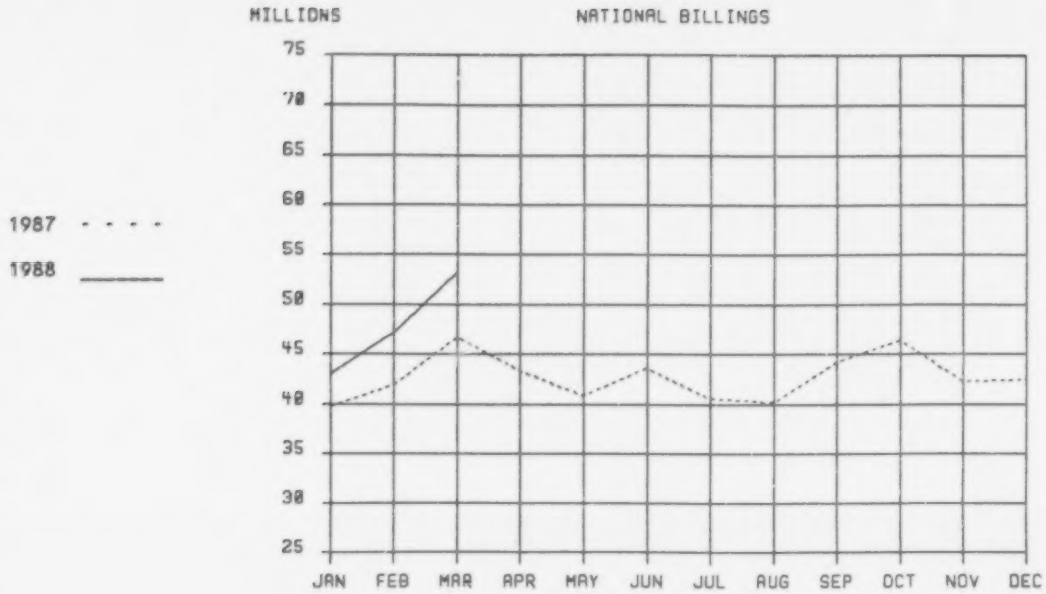
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	46781.6	53317.9	14.0	100.0	100.0
Dist. 1	19	3540.1	3635.1	2.7	7.6	6.8
Dist. 2	42	4822.0	5280.9	9.5	10.3	9.9
Dist. 3	61	8189.0	9163.4	11.9	17.5	17.2
Dist. 4	32	6450.8	6644.9	3.0	13.8	12.5
Dist. 5	24	2551.7	2992.4	17.3	5.5	5.6
Dist. 6	50	8362.0	10470.7	25.2	17.9	19.6
Dist. 7	34	6239.7	6472.2	2.9	13.4	12.1
Dist. 8	22	2451.9	3786.4	54.4	5.2	7.1
Dist. 9	23	4124.3	4871.9	18.1	8.8	9.1
Foreign	10					

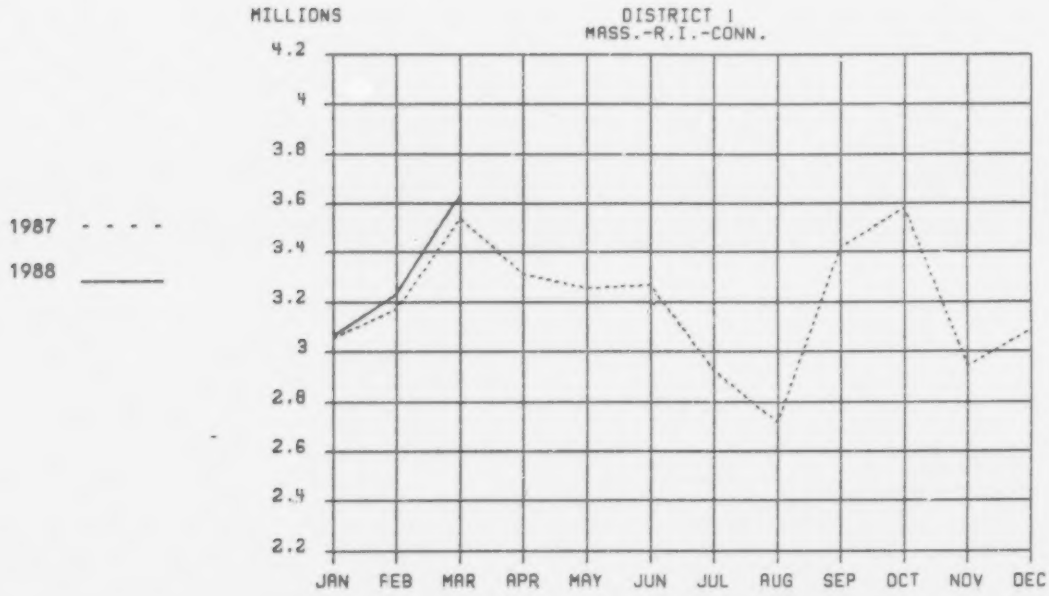
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	128489.4	143552.1	11.7	100.0	100.0
Dist. 1	9770.9	9936.5	1.7	7.6	6.9
Dist. 2	12593.0	14155.6	12.4	9.8	9.9
Dist. 3	23084.2	25238.2	9.3	18.0	17.6
Dist. 4	17975.4	18306.0	1.8	14.0	12.8
Dist. 5	7103.9	7770.0	9.4	5.5	5.4
Dist. 6	22752.9	26961.9	18.5	17.7	18.8
Dist. 7	17053.9	17886.0	4.9	13.3	12.5
Dist. 8	6520.7	9907.4	51.9	5.1	6.9
Dist. 9	11634.4	13390.6	15.1	9.1	9.3

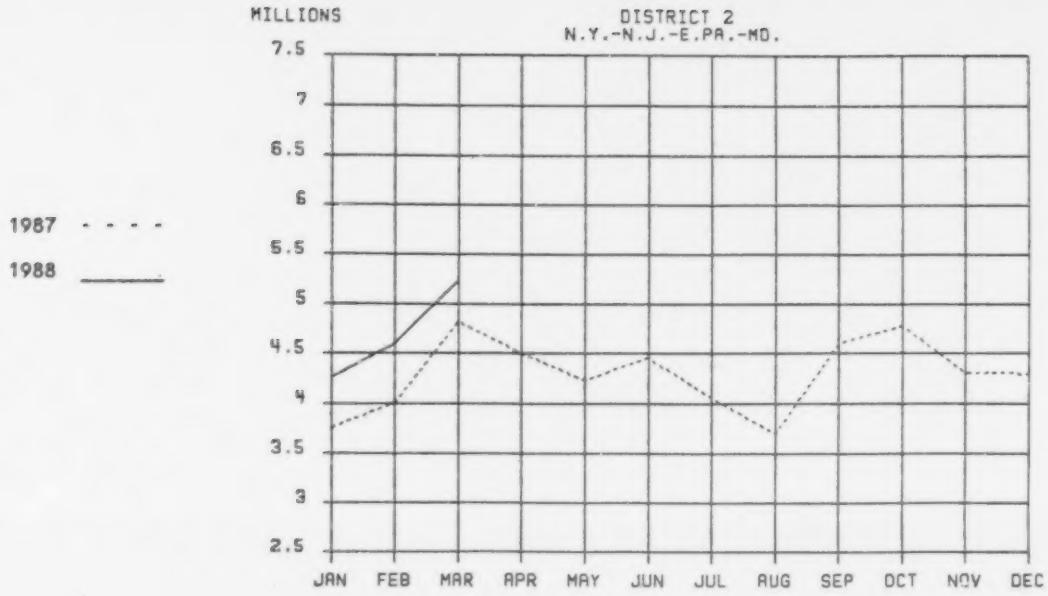
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



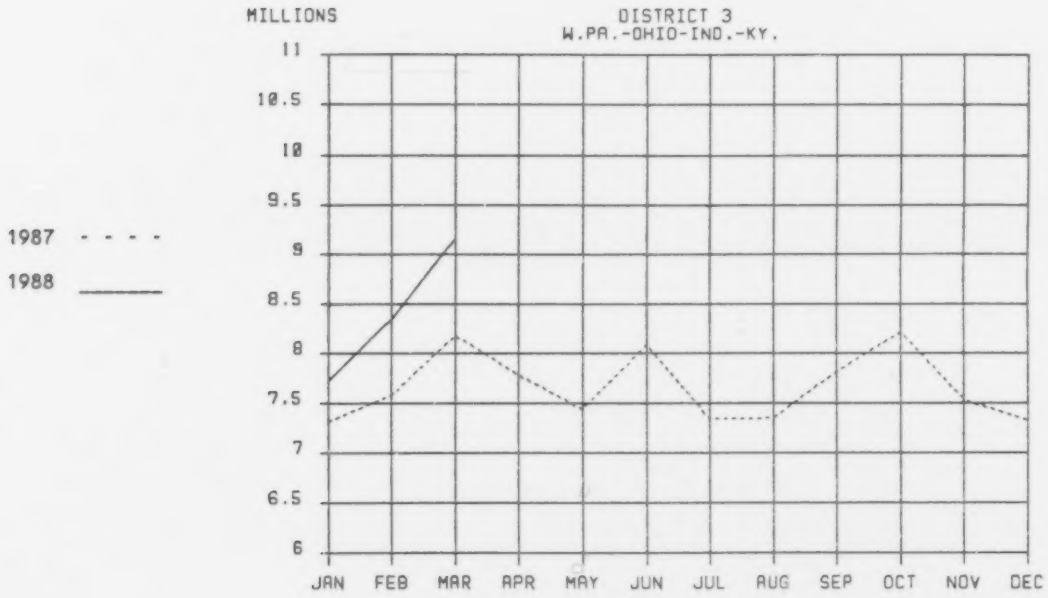
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	12.4	14.0									
% Change	Cumulative	8.3	10.4	11.7									



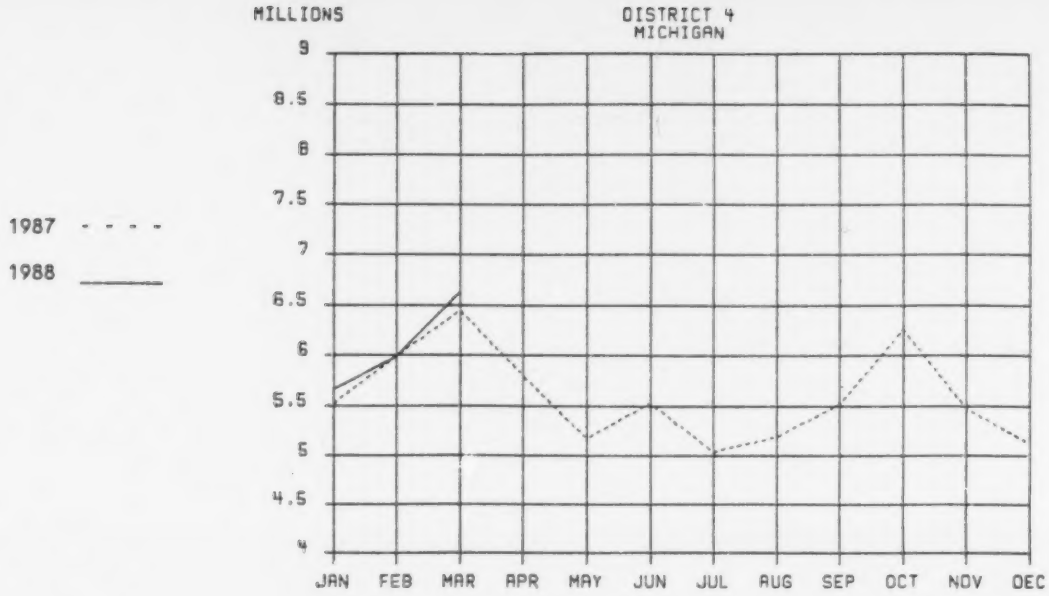
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.9	2.7									
% Change	Cumulative	0.4	1.1	1.7									



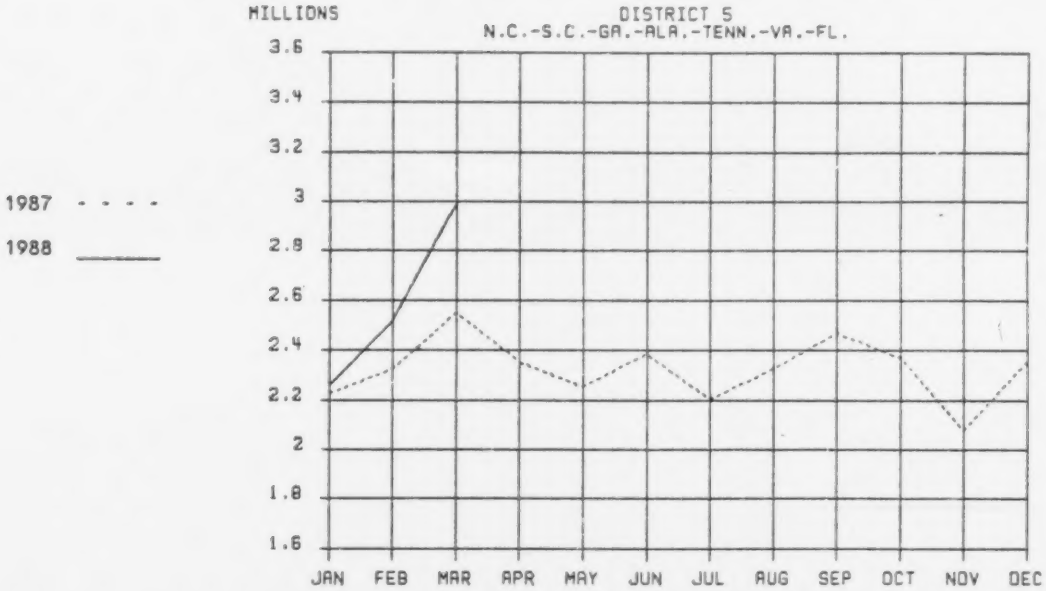
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	14.9	9.5									
% Change	Cumulative	13.5	14.2	12.4									



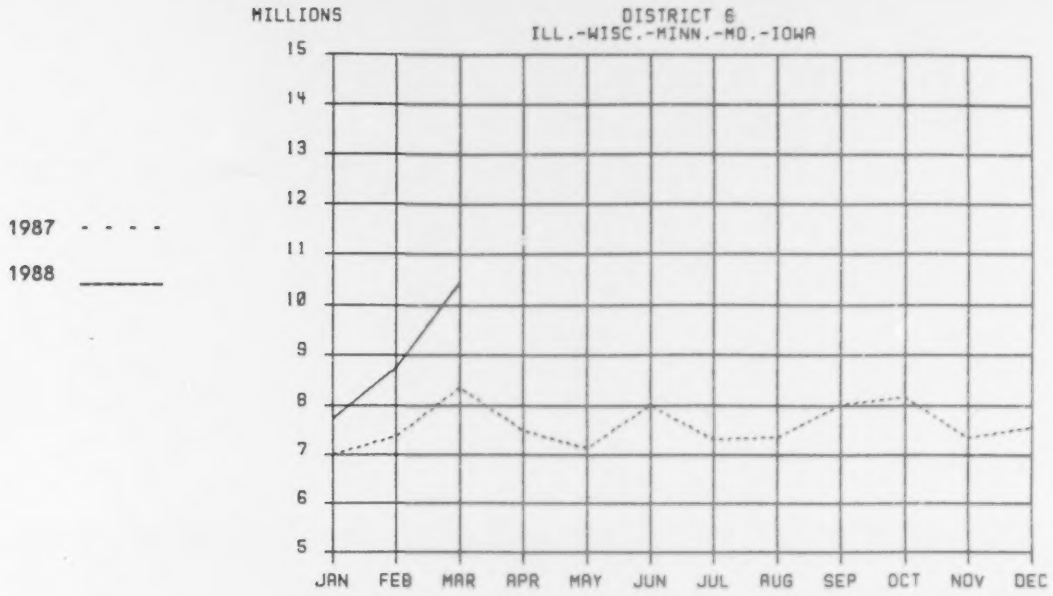
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6	10.1	11.9									
% Change	Cumulative	5.6	7.9	9.3									



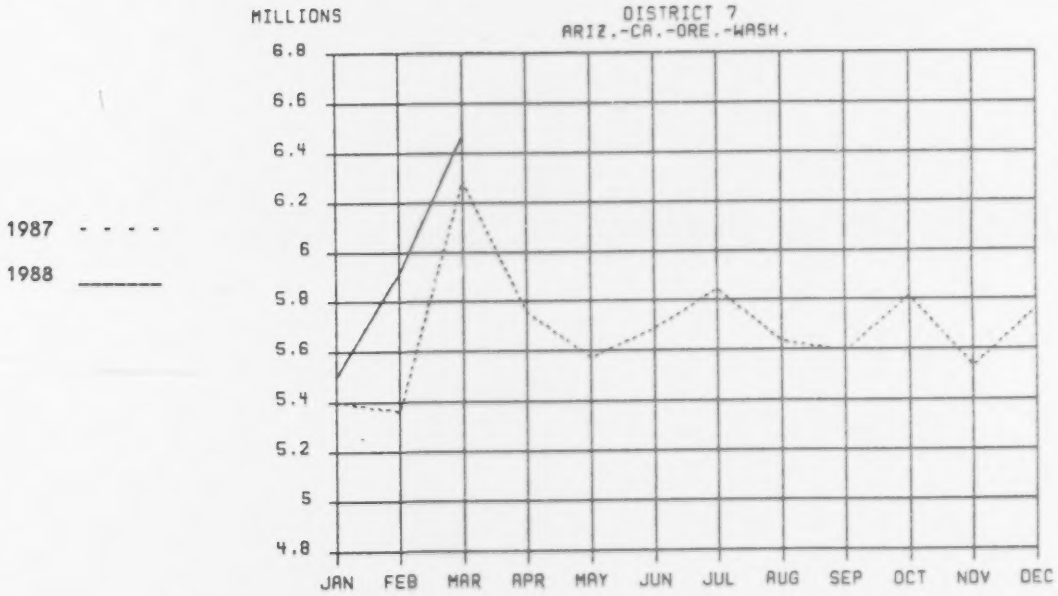
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.1	3.0									
% Change	Cumulative	2.6	1.2	1.8									



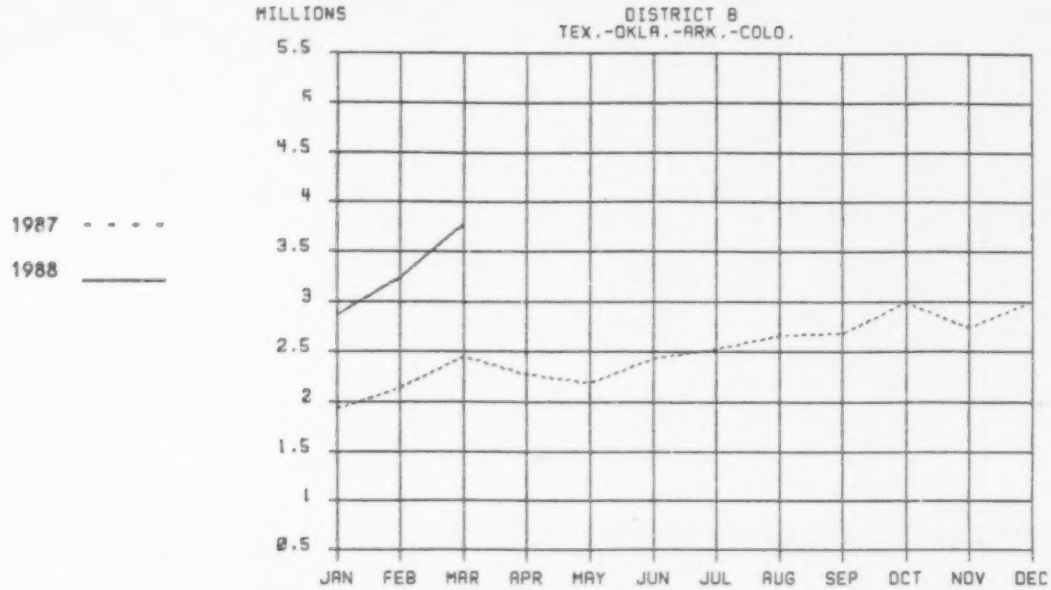
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.3									
% Change	Cumulative	1.5	5.0	9.4									



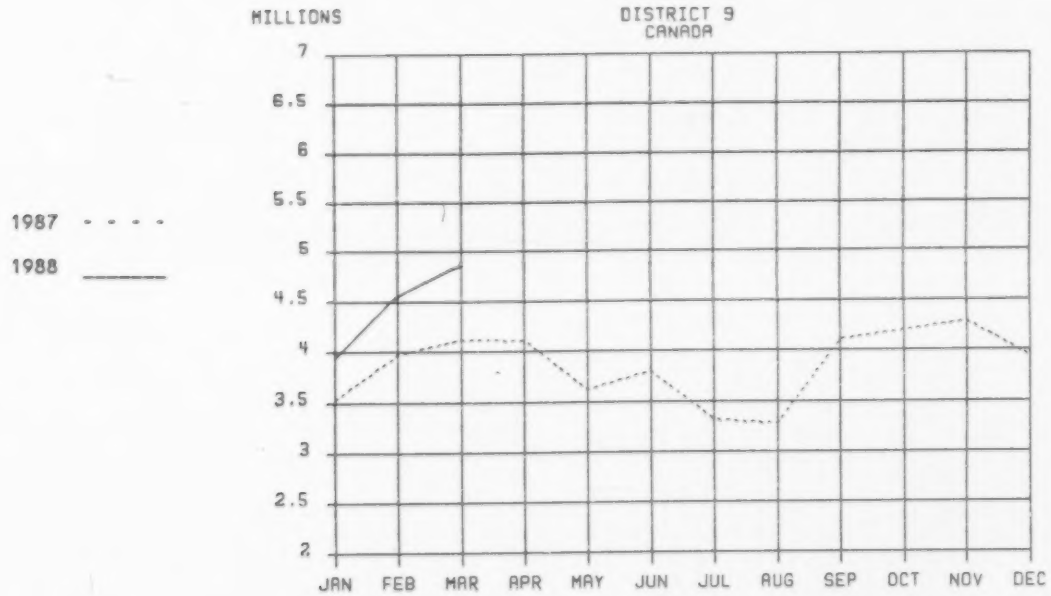
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.6	18.4	25.2									
% Change	Cumulative	10.6	14.6	18.5									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9									
% Change	Cumulative	1.8	6.0	4.9									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9	51.9	54.4									
% Change	Cumulative	48.9	50.4	51.9									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	15.1									
% Change	Cumulative	11.9	13.4	15.1									

6/6/88 A6376-1

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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APRIL 1988 SALES FOR COMMERCIAL HEAT TREATERS EXCEED APRIL 1987 BY 8.0%

April billings reached $46.8 million compared to $43.3 million in April 1987.

For the first four months of 1988, sales amounted to $192.2 million, up 12.1% from the same period in 1987 when billings reached $171.5 million.

Eight out of nine MTI districts improved their performance over April 1987, and all nine districts surpassed their sales mark for the January-April period of 1987.

A summary of percentage change by geographic regions follows:

	District	Apr 88 vs. Apr 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 1.4	0.9
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	9.8
3	South Central (W.PA-OH-IN-KY)	6.9	8.7
4	Michigan	2.8	2.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	7.3	8.9
6	North Central (IL-WI-MN-MO-IA)	10.4	23.8
7	Pacific Coast (CA-AZ-ORE-WASH)	6.1	5.2
8	Southwest (TX-OK-AR-CO-LA-UT)	54.6	52.6
9	Canada	4.4	12.3

6/6/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1988

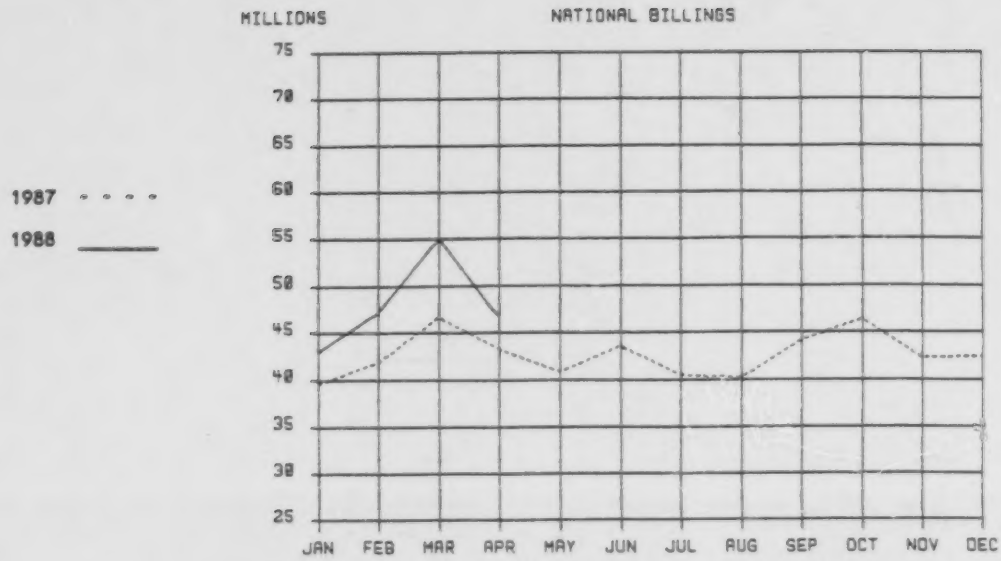
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	43302.8	46780.8	8.0	100.0	100.0
Dist. 1	19	3312.1	3265.1	- 1.4	7.6	7.0
Dist. 2	42	4508.6	4619.8	2.5	10.4	9.9
Dist. 3	61	7784.6	8319.0	6.9	18.0	17.8
Dist. 4	32	5799.5	5963.7	2.8	13.4	12.7
Dist. 5	24	2354.2	2525.5	7.3	5.4	5.4
Dist. 6	50	7396.7	8167.0	10.4	17.1	17.5
Dist. 7	34	5755.0	6104.6	6.1	13.3	13.0
Dist. 8	22	2279.1	3523.2	54.6	5.3	7.5
Dist. 9	23	4112.8	4292.9	4.4	9.5	9.2
Foreign	10					

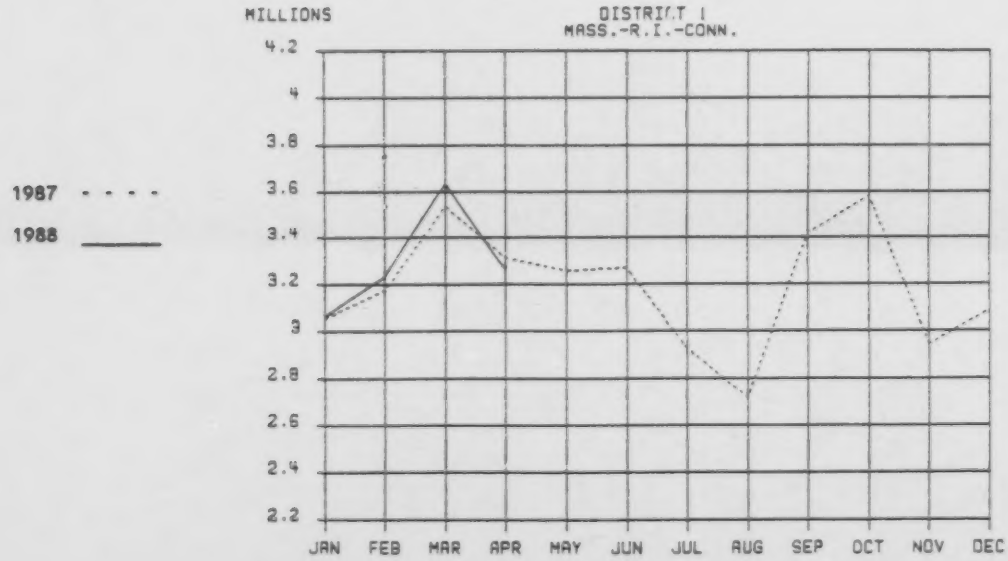
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	171534.4	192212.4	12.1	100.0	100.0
Dist. 1	13083.0	13201.6	0.9	7.6	6.9
Dist. 2	17101.7	18775.5	9.8	10.0	9.8
Dist. 3	30868.8	33557.2	8.7	18.0	17.5
Dist. 4	23774.9	24257.5	2.0	13.9	12.6
Dist. 5	9458.1	10295.5	8.9	5.5	5.4
Dist. 6	29892.0	37020.5	23.8	17.4	19.3
Dist. 7	22808.9	23990.6	5.2	13.3	12.5
Dist. 8	8799.8	13430.6	52.6	5.1	7.0
Dist. 9	15747.2	17683.5	12.3	9.2	9.2

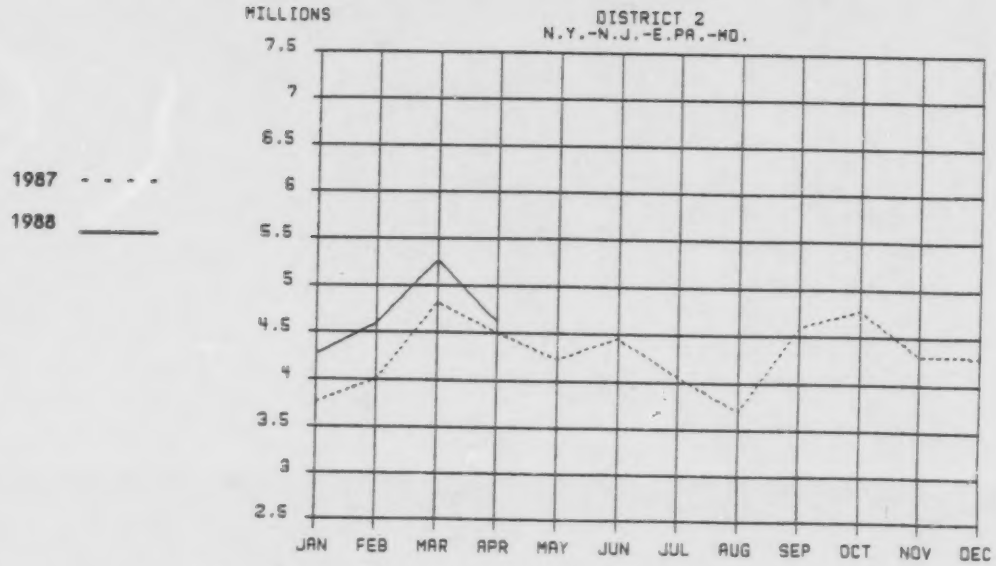
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



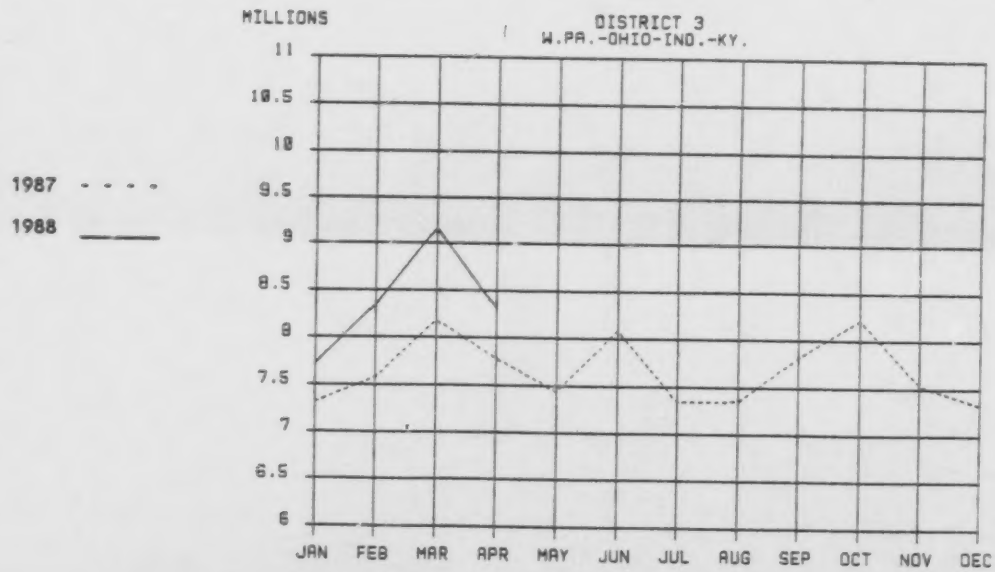
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	12.9	17.9	3.0								
% Change	Cumulative	8.6	10.8	13.4	12.1								



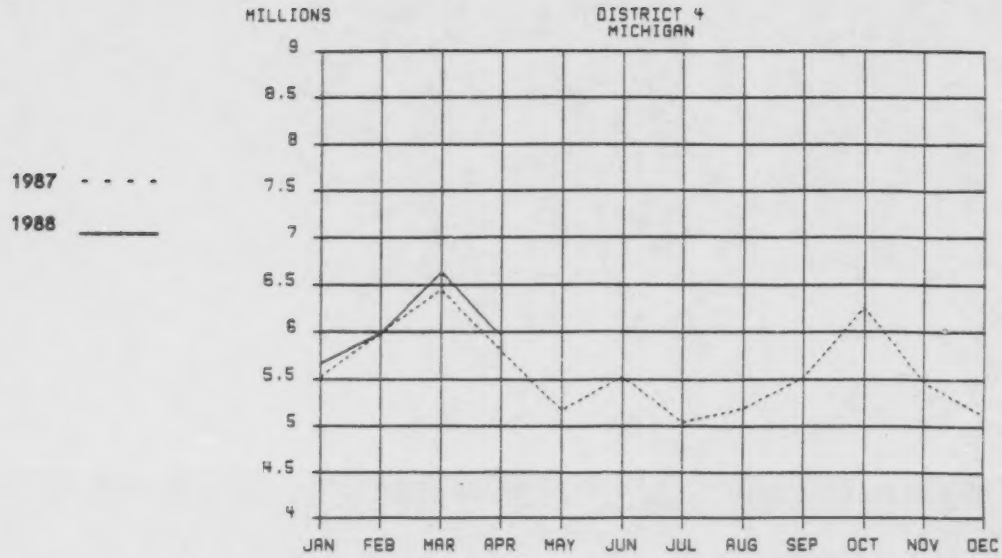
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.9	2.7	-1.4								
% Change	Cumulative	0.4	1.1	1.7	0.9								



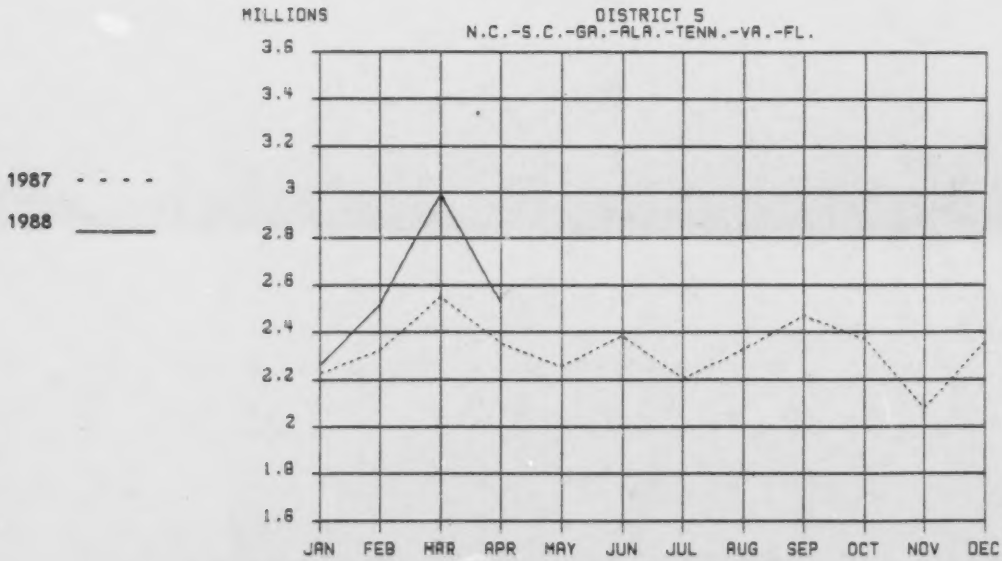
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	14.9	9.5	2.5								
% Change	Cumulative	13.5	14.2	12.4	9.8								



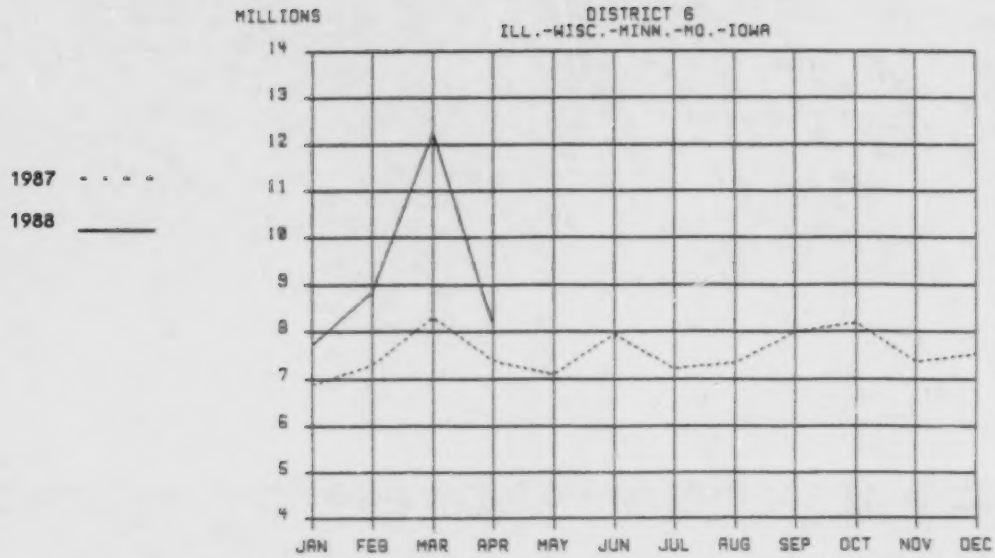
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6	10.1	11.9	6.9								
% Change	Cumulative	5.6	7.9	9.3	8.7								



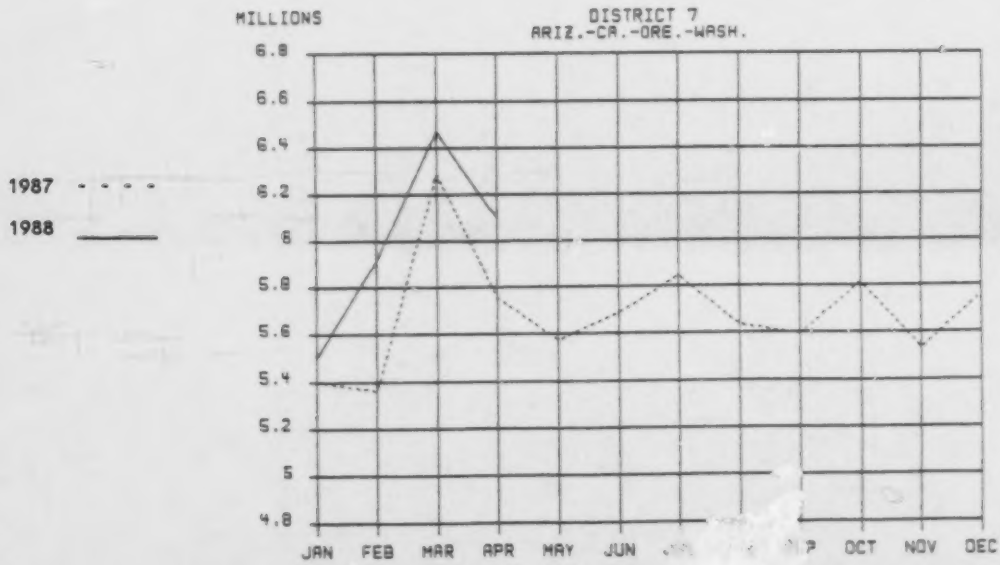
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.3	3.0	2.8								
% Change	Cumulative	2.6	1.1	1.8	2.0								



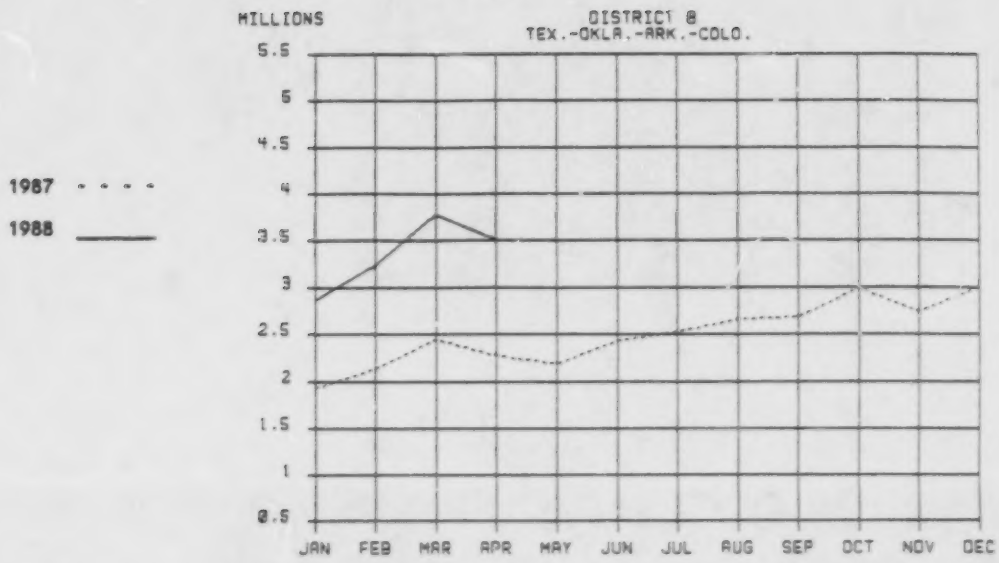
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.3	7.3								
% Change	Cumulative	1.5	5.0	9.4	8.9								



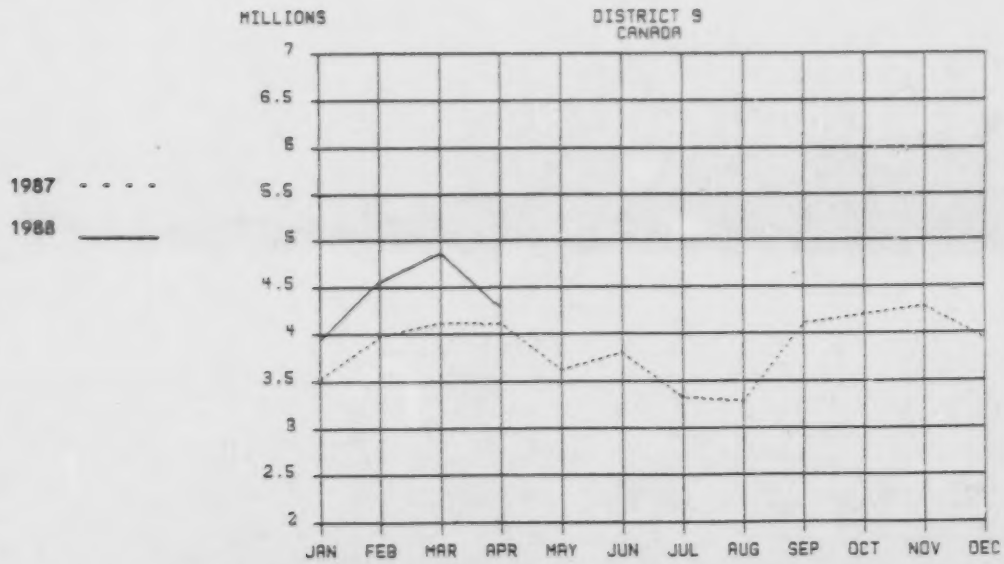
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	47.6	10.4								
% Change	Cumulative	12.3	16.9	28.3	23.8								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	6.1								
% Change	Cumulative	1.8	6.0	4.9	5.2								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9	51.9	54.4	54.6								
% Change	Cumulative	48.9	50.4	51.9	52.6								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	18.1	4.4								
% Change	Cumulative	11.9	13.4	15.1	12.3								

6/27/88 A 6376-1

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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METAL TREATERS POST 17.3% INCREASE IN SALES OVER MAY 1987

May 1988 billings totaled $47.5 million, up substantially over the May 1987 figure of $40.4 million.

For the year-to-date, sales amount to $236.3 million. This is 12.3% above the same period in 1987 when billings amounted to $210.5 million.

Eight out of nine MTI districts improved their performance over May 1987 and topped their sales mark for the January-May period of 1987.

A summary of percentage change by geographic regions follows:

	District	May 88 vs. May 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 2.5	- 0.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	17.9	11.4
3	South Central (W.PA-OH-IN-KY)	13.4	10.8
4	Michigan	15.4	4.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	17.9	10.6
6	North Central (IL-WI-MN-MO-IA)	23.4	18.9
7	Pacific Coast (CA-AZ-ORE-WASH)	8.1	5.7
8	Southwest (TX-OK-AR-CO-LA-UT)	50.9	50.1
9	Canada	29.0	15.0

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MAY, 1988

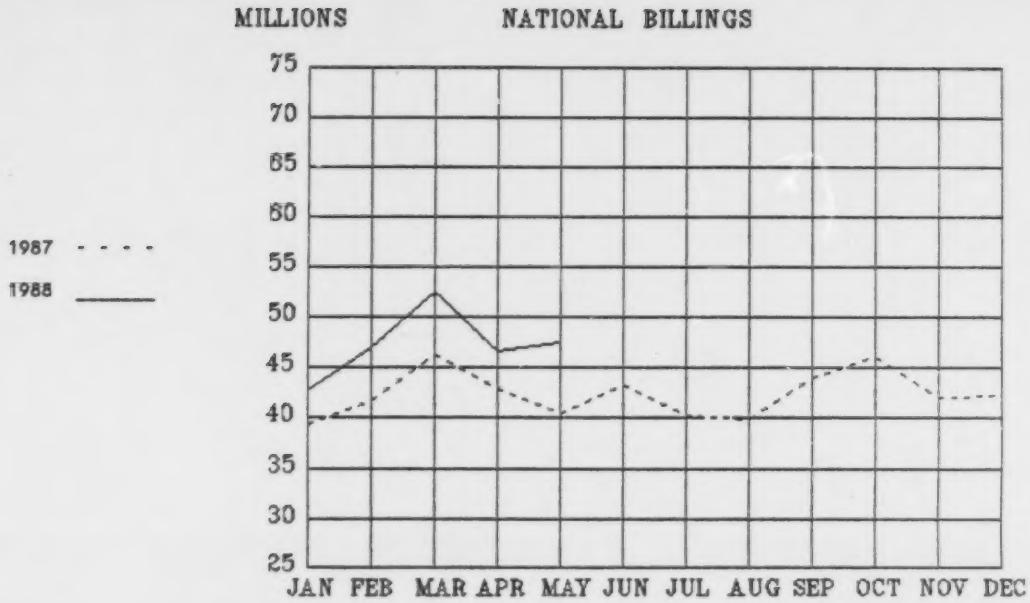
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	40425.9	47511.0	17.5	100.0	100.0
Dist. 1	19	3257.6	3177.7	- 2.5	8.1	6.7
Dist. 2	42	4233.3	4991.1	17.9	10.5	10.5
Dist. 3	61	7045.3	7987.1	13.4	17.4	16.8
Dist. 4	32	5173.0	5967.4	15.4	12.8	12.6
Dist. 5	24	2256.4	2659.4	17.9	5.6	5.6
Dist. 6	50	7102.7	8768.1	23.4	17.6	18.5
Dist. 7	34	5575.1	6029.3	8.1	13.8	12.7
Dist. 8	22	2159.2	3258.0	50.9	5.3	6.9
Dist. 9	23	3623.2	4672.8	29.0	9.0	9.8
Foreign	10					

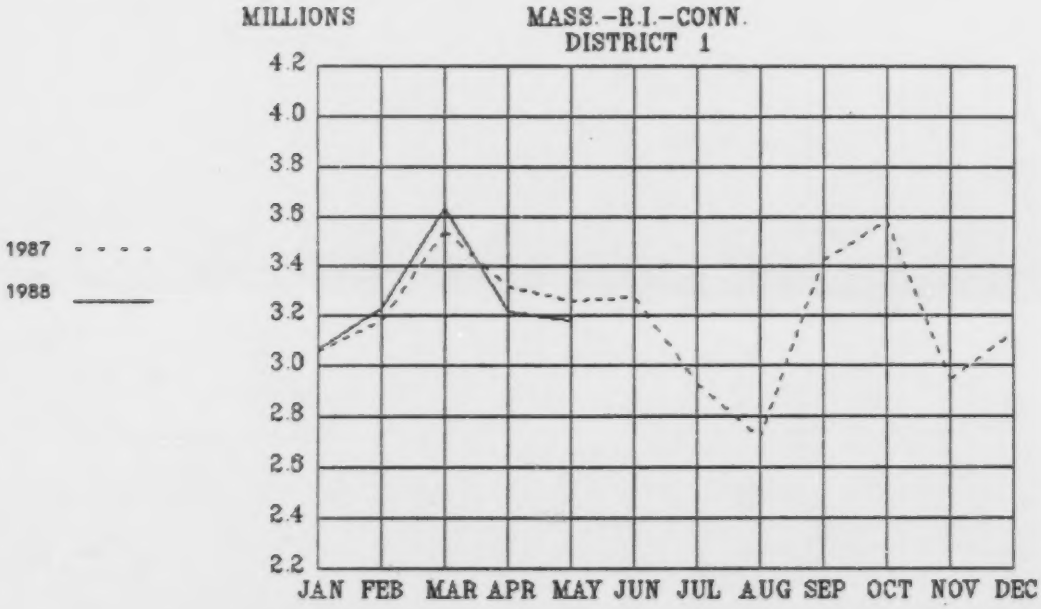
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	210460.0	236287.0	12.3	100.0	100.0
Dist. 1	16340.6	16322.1	- 0.1	7.8	6.9
Dist. 2	21335.1	23766.5	11.4	10.1	10.1
Dist. 3	36537.8	40476.8	10.8	17.4	17.1
Dist. 4	28947.9	30224.9	4.4	13.8	12.8
Dist. 5	11714.4	12960.2	10.6	5.6	5.5
Dist. 6	36994.7	44001.5	18.9	17.6	18.6
Dist. 7	28384.0	29995.9	5.7	13.5	12.7
Dist. 8	10835.1	16266.0	50.1	5.1	6.9
Dist. 9	19370.4	22273.2	15.0	9.2	9.4

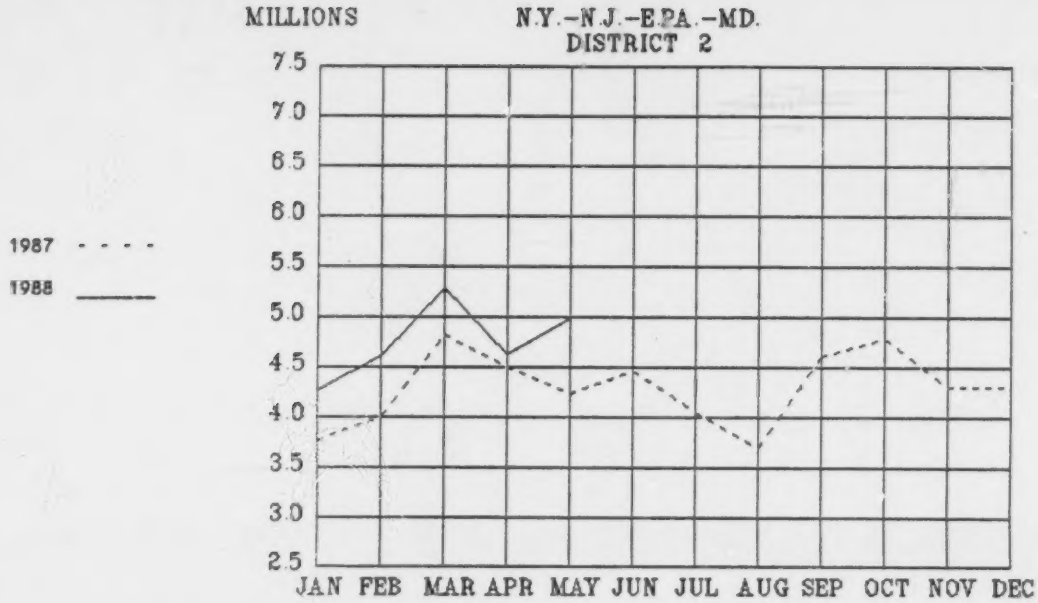
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



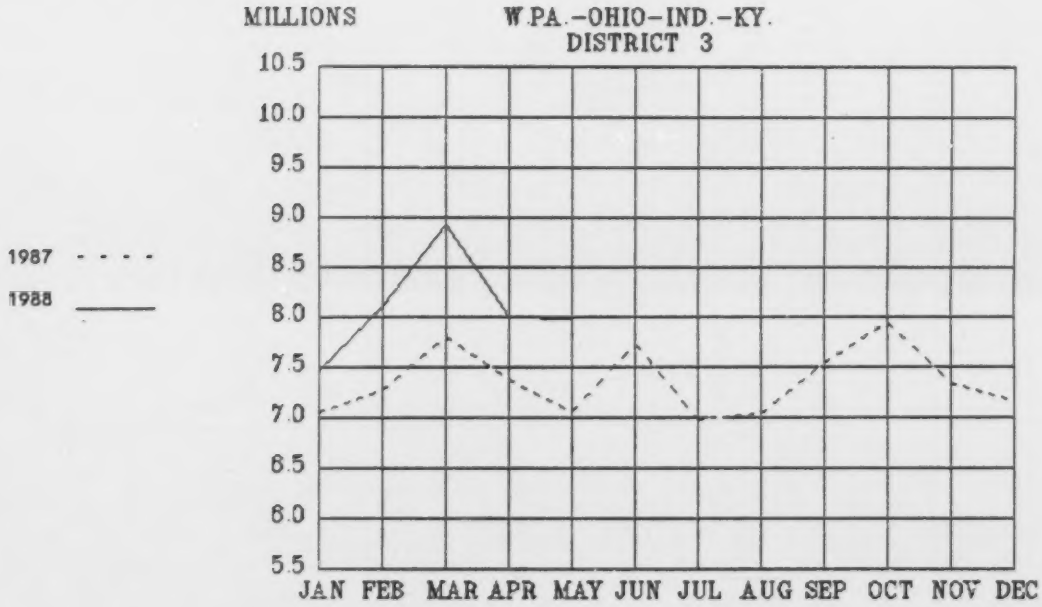
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.5	13.0	13.4	8.8	17.5							
% Change	Cumulative	8.5	10.8	11.8	11.0	12.3							



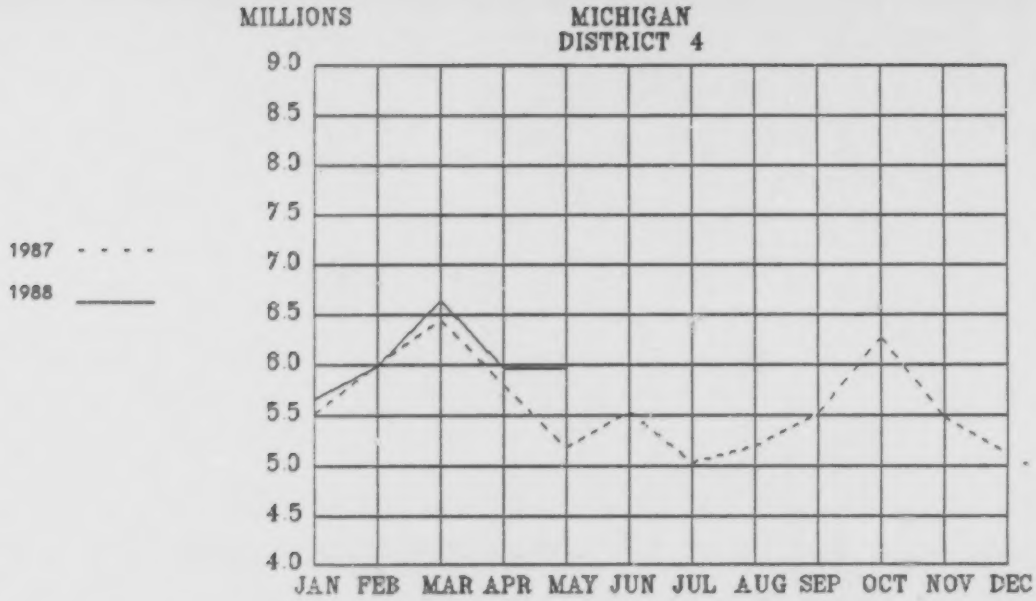
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.6	2.6	-2.9	-2.5							
% Change	Cumulative	0.4	1.0	1.6	0.5	-0.1							



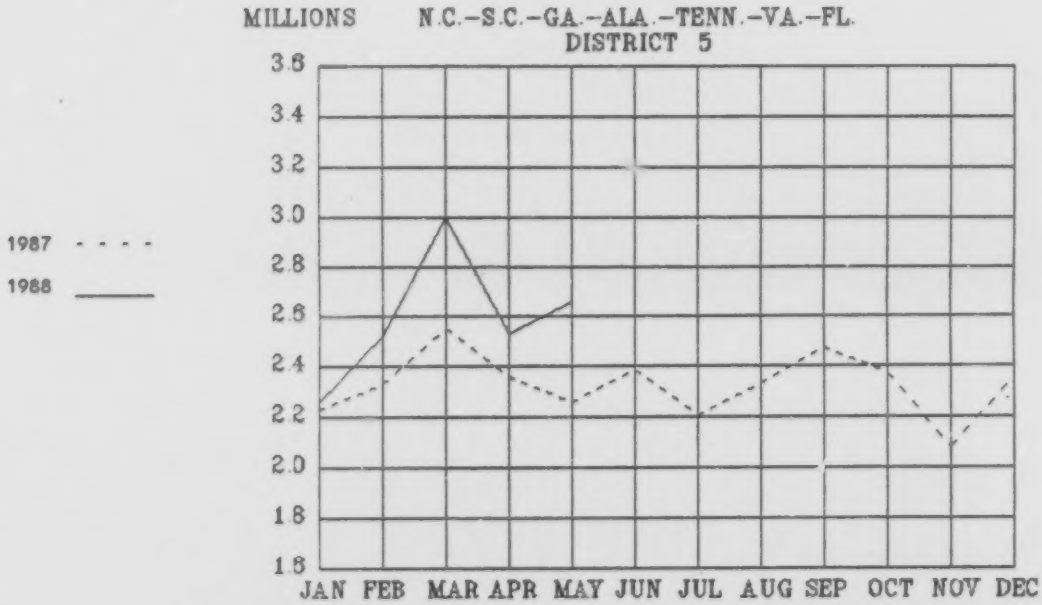
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	14.9	9.5	2.5	17.9							
% Change	Cumulative	13.5	14.2	12.4	9.8	11.4							



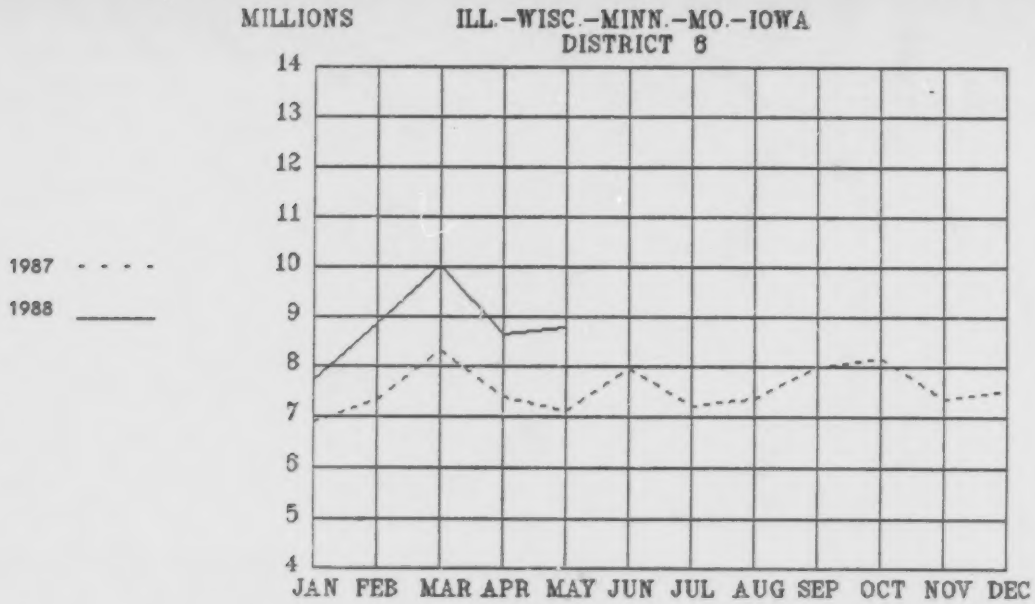
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.8	11.5	14.4	8.5	13.4							
% Change	Cumulative	5.8	8.7	10.7	10.2	10.8							



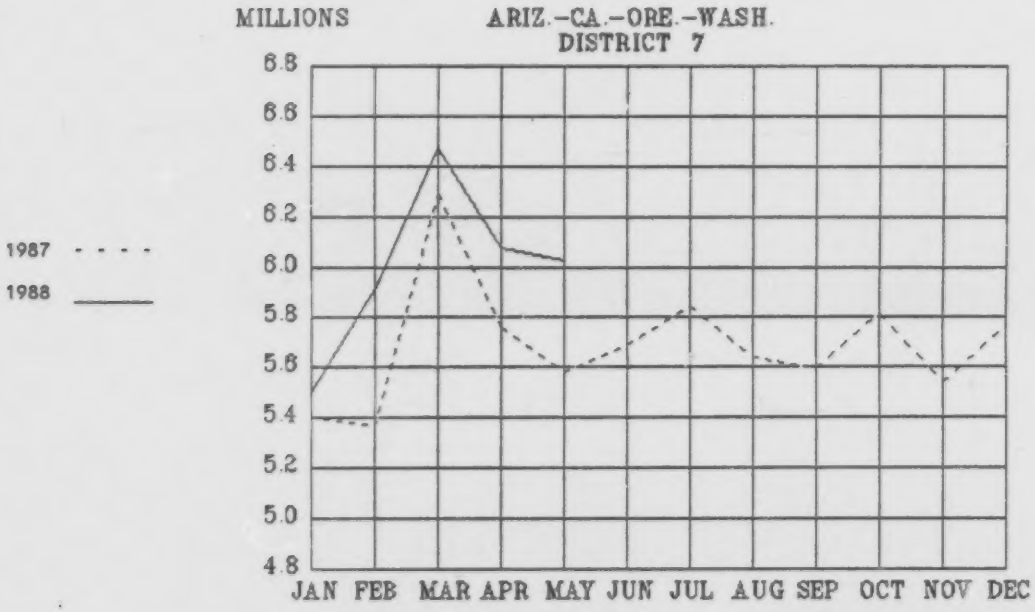
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.3	3.0	2.8	15.4							
% Change	Cumulative	2.6	1.1	1.8	2.0	4.4							



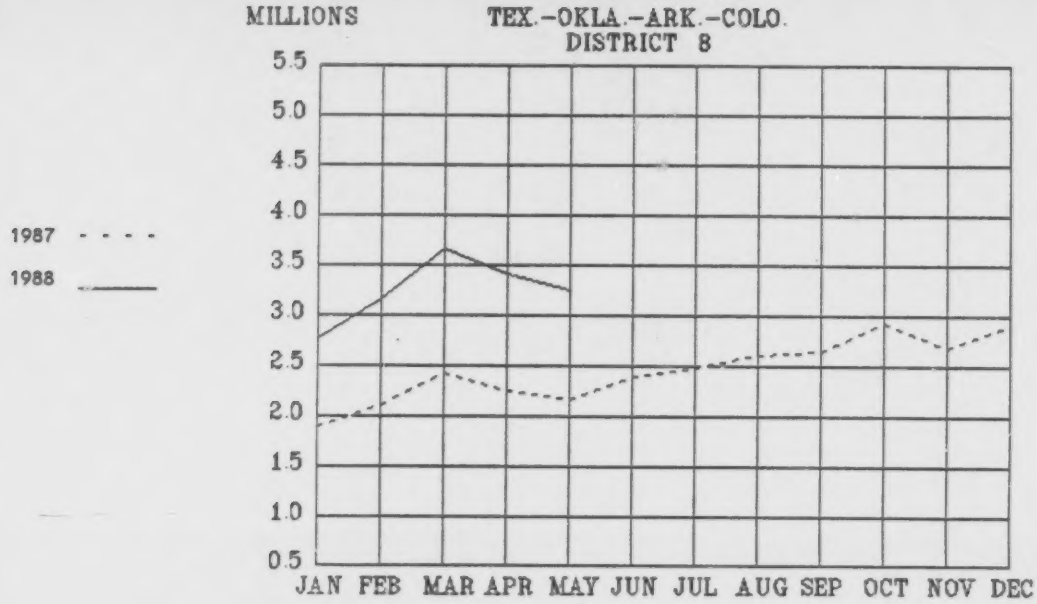
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9							
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6							



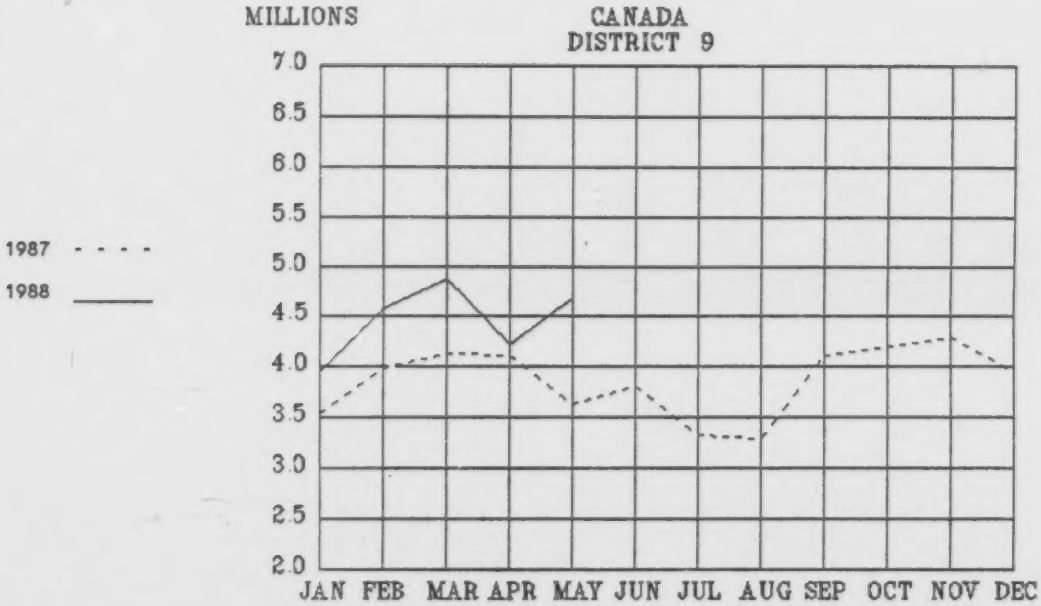
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4							
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1							
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.9							
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	18.1	2.4	29.0							
% Change	Cumulative	11.9	13.4	15.1	11.8	15.0							

8/1/88

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METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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FIRST HALF SALES FOR METAL TREATING INDUSTRY TOP 1987 FIGURES BY 12.5%

For the first six months of 1988 billings reached $285.4 million, compared to $253.7 million in 1987.

June sales amounted to $49.2 million, up 13.7% over June 1987 when billings totaled $43.2 million.

All MTI districts improved their performance over June 1987 and over the first half of 1987.

A summary of percentage change by geographic regions follows:

	District	Jun 88 vs. Jun 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	3.9	0.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	9.9	11.1
3	South Central (W.PA-OH-IN-KY)	6.7	10.1
4	Michigan	15.9	6.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	16.5	11.6
6	North Central (IL-WI-MN-MO-IA)	13.4	18.0
7	Pacific Coast (CA-AZ-ORE-WASH)	6.3	5.8
8	Southwest (TX-OK-AR-CO-LA-UT)	40.0	48.3
9	Canada	31.1	17.6

8/1/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1988

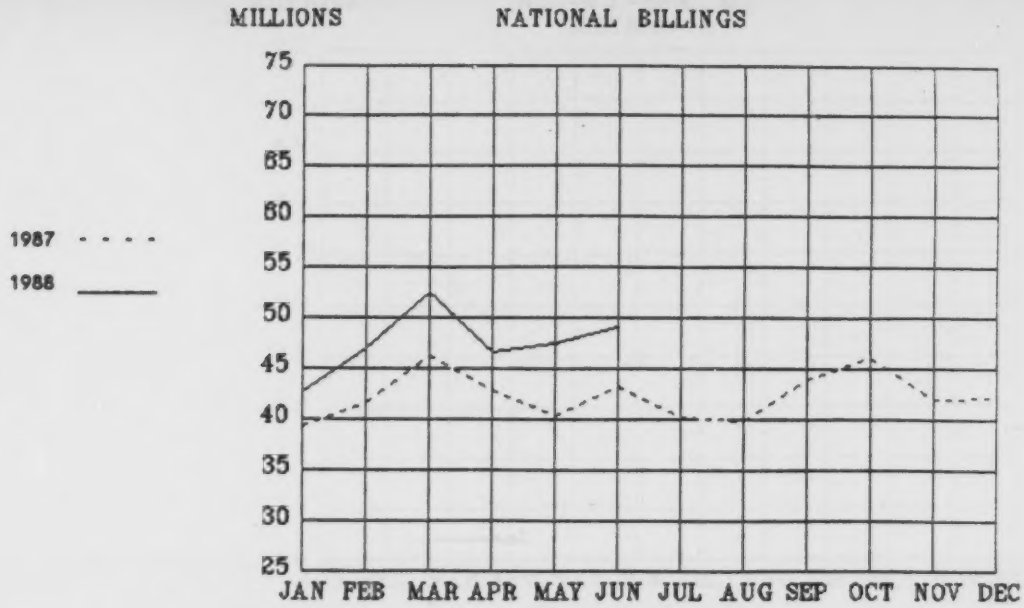
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	43232.2	49159.5	13.7	100.0	100.0
Dist. 1	19	3269.1	3396.9	3.9	7.6	6.9
Dist. 2	42	4461.5	4901.7	9.9	10.3	10.0
Dist. 3	61	7729.4	8248.1	6.7	17.9	16.8
Dist. 4	32	5533.2	6411.8	15.9	12.8	13.0
Dist. 5	24	2387.4	2781.5	16.5	5.5	5.7
Dist. 6	50	7957.3	9023.6	13.4	18.4	18.4
Dist. 7	34	5686.3	6042.6	6.3	13.2	12.3
Dist. 8	22	2401.6	3363.0	40.0	5.6	6.8
Dist. 9	23	3806.6	4990.3	31.1	8.8	10.2
Foreign	10					

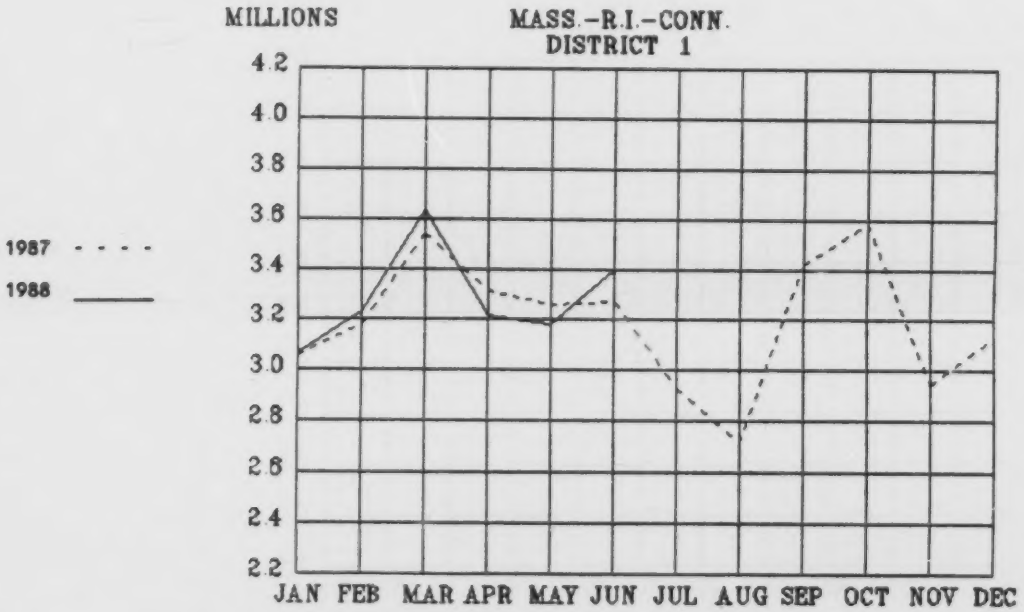
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	253692.0	285442.3	12.5	100.0	100.0
Dist. 1	19609.7	19719.0	0.6	7.7	6.9
Dist. 2	25796.5	28668.2	11.1	10.2	10.0
Dist. 3	44267.2	48724.9	10.1	17.4	17.1
Dist. 4	34481.1	36636.7	6.3	13.6	12.8
Dist. 5	14101.8	15741.8	11.6	5.6	5.5
Dist. 6	44952.0	53025.1	18.0	17.7	18.6
Dist. 7	34070.3	36038.4	5.8	13.4	12.6
Dist. 8	13236.7	19624.8	48.3	5.2	6.9
Dist. 9	23177.0	27263.6	17.6	9.1	9.6

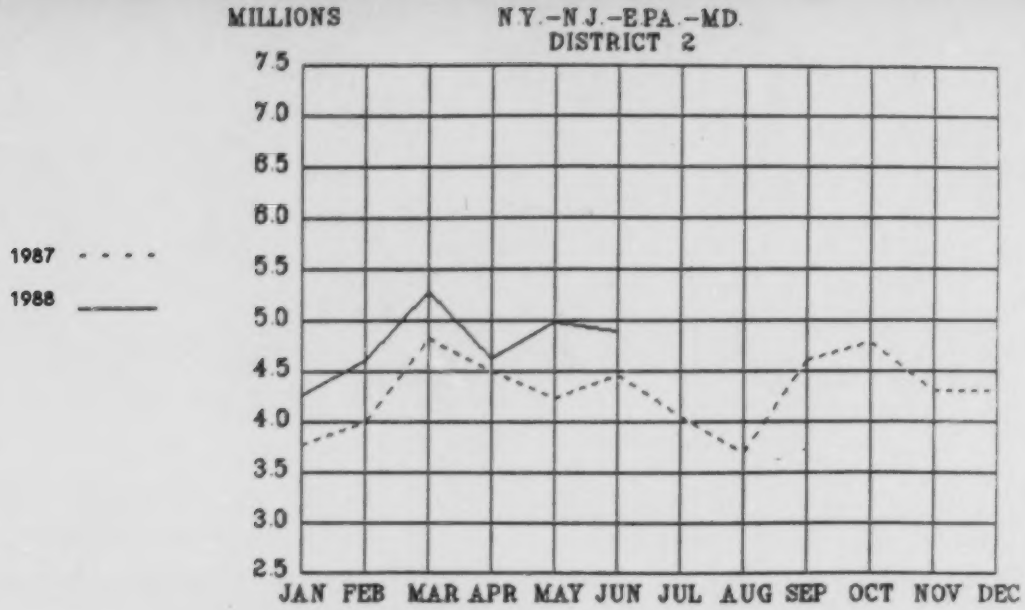
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



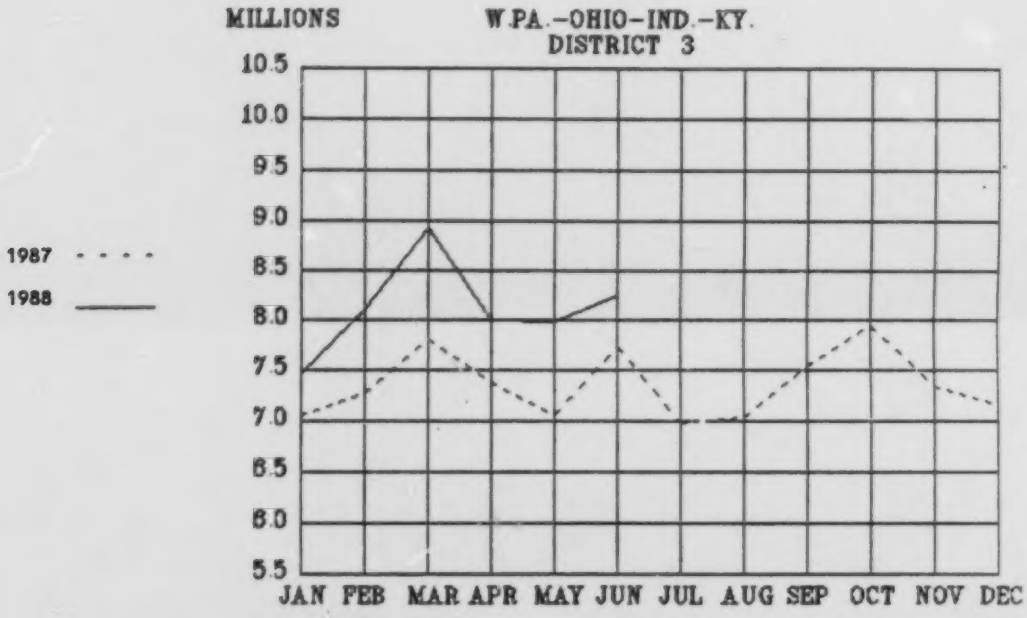
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.5	13.0	13.4	8.8	17.5	13.7						
% Change	Cumulative	8.5	10.8	11.8	11.0	12.3	12.5						



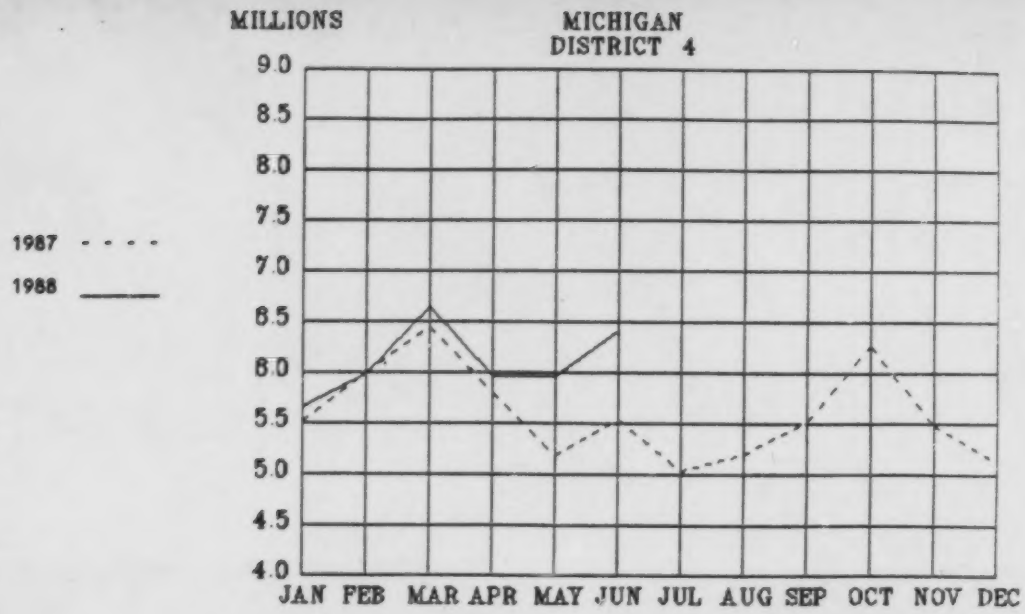
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.6	2.6	-2.9	-2.5	3.9						
% Change	Cumulative	0.4	1.0	1.6	0.5	-0.1	0.6						



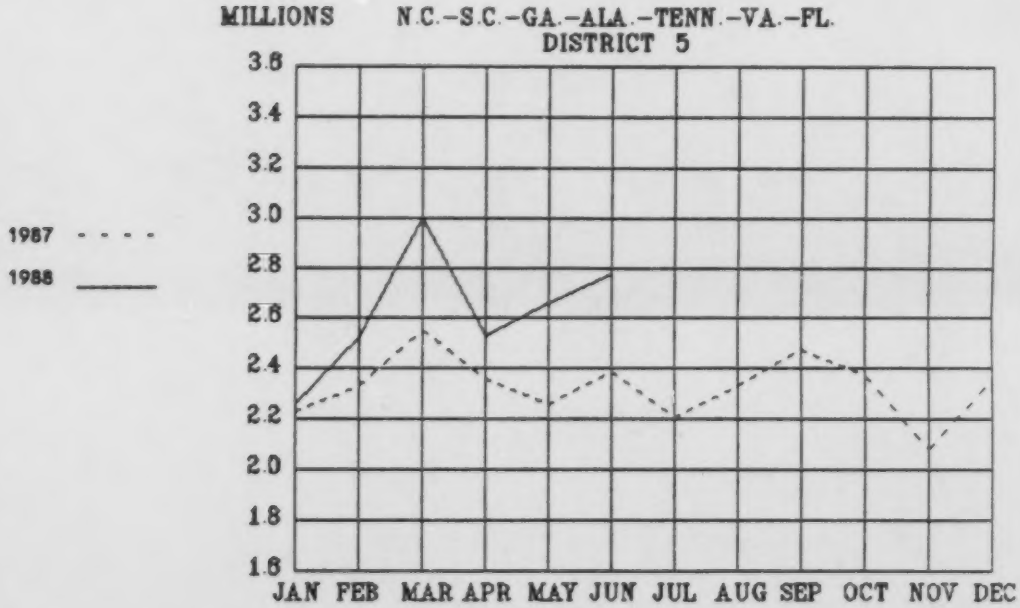
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	14.9	9.5	2.5	17.9	9.9						
% Change	Cumulative	13.5	14.2	12.4	9.8	11.4	11.1						



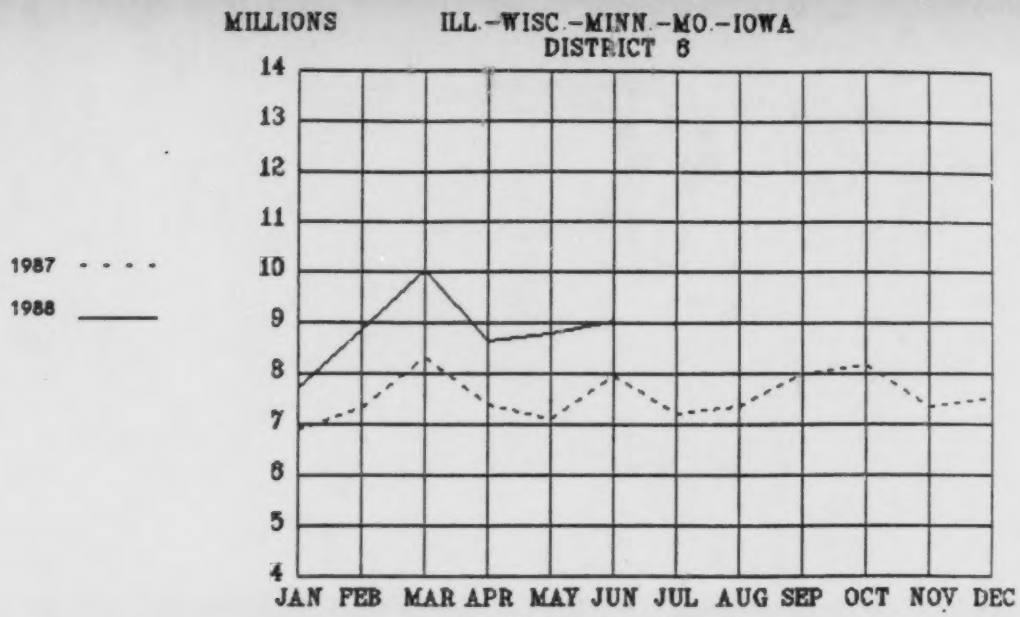
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.8	11.5	14.4	8.5	13.4	6.7						
% Change	Cumulative	5.8	8.7	10.7	10.2	10.8	10.1						



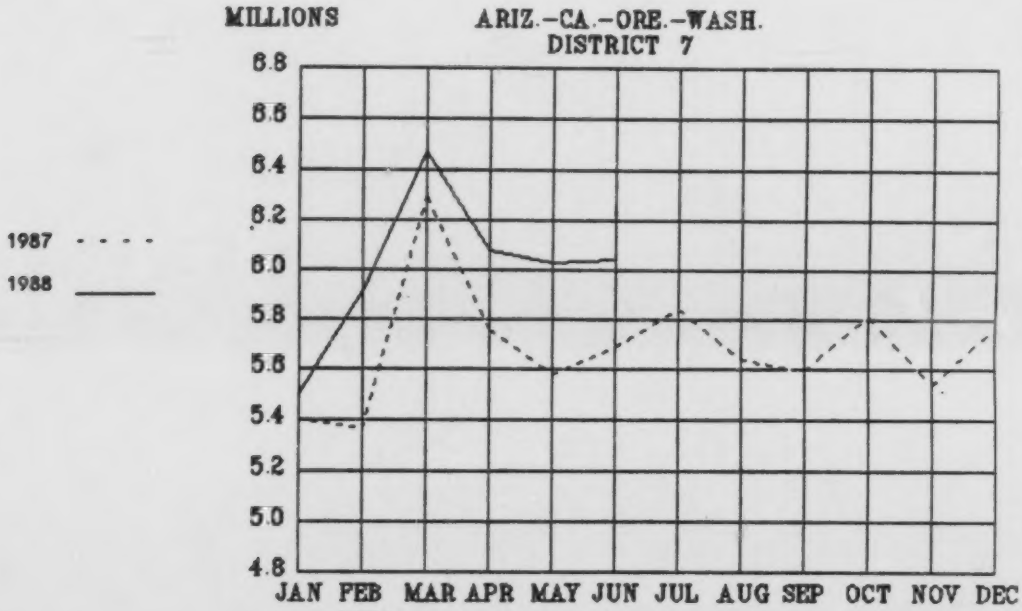
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.3	3.0	2.8	15.4	15.9						
% Change	Cumulative	2.6	1.1	1.8	2.0	4.4	6.3						



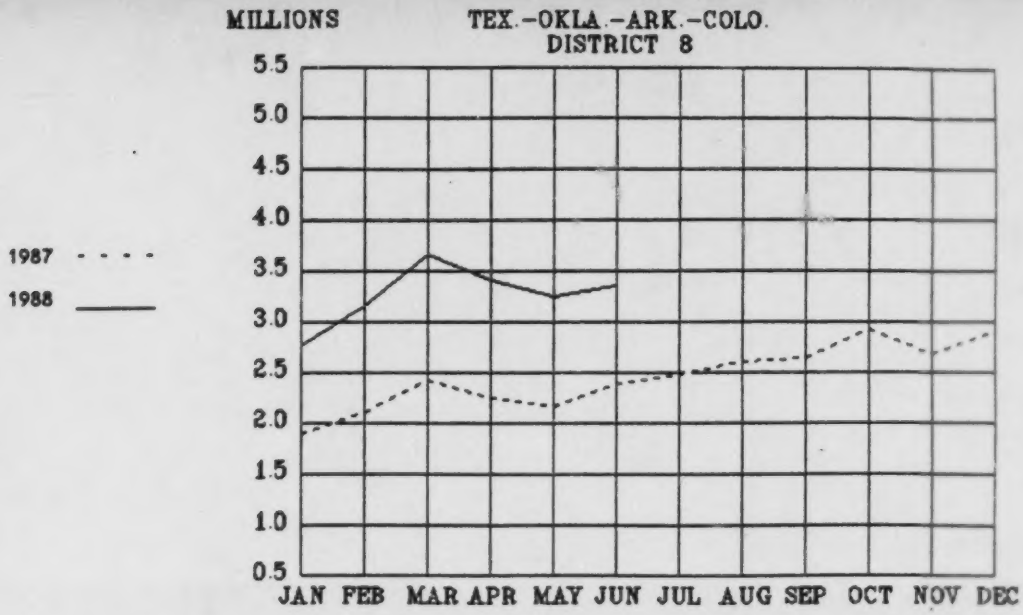
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5						
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6						



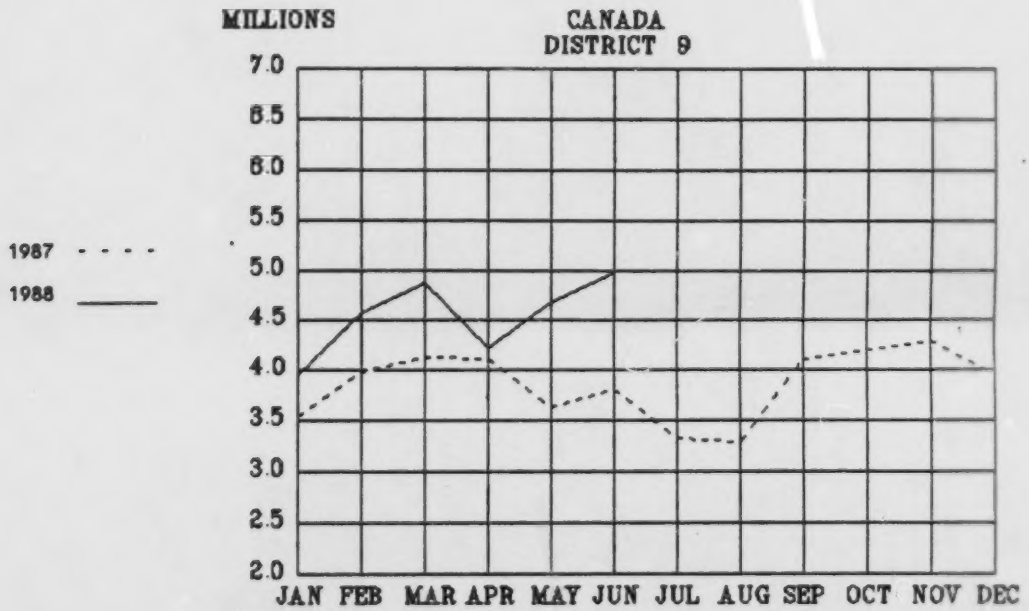
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	13.4						
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	18.0						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1	6.3						
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7	5.8						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0						
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	18.1	2.4	29.0	31.1						
% Change	Cumulative	11.9	13.4	15.1	11.8	15.0	17.6						

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METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

COMMERCIAL HEAT TREATERS RECORD 3.6% INCREASE IN SALES OVER JULY 1987

Billings for July 1988 reached $41.5 million, up from the July 1987 total of $40.0 million.

For 1988 taken as a whole, sales have outpaced 1987 by 11.3%. Billings in 1988 reached $326.7 million, up from $293.4 million in 1987.

Seven MTI districts improved their performance over July 1987 and eight districts exceeded the January-July period of 1987.

A summary of percentage change by geographic regions follows:

	District	Jul 88 vs. Jul 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 5.8	0.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.7	9.9
3	South Central (W.PA-OH-IN-KY)	5.5	9.6
4	Michigan	2.5	5.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	10.3	11.4
6	North Central (IL-WI-MN-MO-IA)	0.5	15.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 2.5	4.6
8	Southwest (TX-OK-AR-CO-LA-UT)	22.6	44.2
9	Canada	11.0	16.8

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JULY, 1988

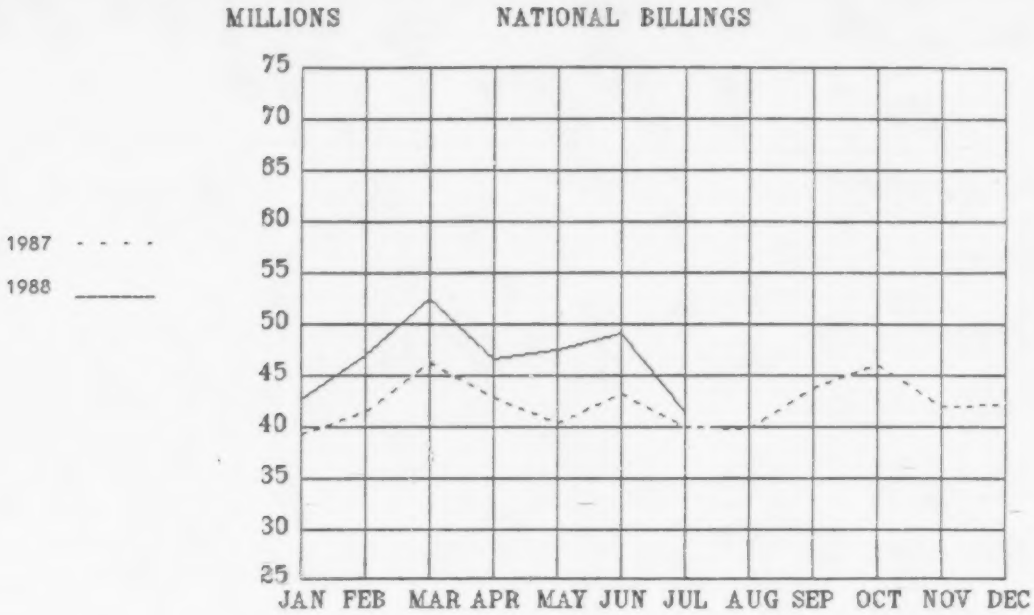
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	40026.8	41478.1	3.6	100.0	100.0
Dist. 1	21	2926.6	2758.1	- 5.8	7.3	6.6
Dist. 2	42	4059.4	4128.6	1.7	10.1	10.0
Dist. 3	67	6910.0	7288.3	5.5	17.3	17.6
Dist. 4	34	5042.7	5170.0	2.5	12.6	12.5
Dist. 5	29	2205.0	2431.3	10.3	5.5	5.9
Dist. 6	52	7225.7	7260.1	0.5	18.1	17.5
Dist. 7	39	5844.1	5699.6	- 2.5	14.6	13.7
Dist. 8	27	2487.2	3049.4	22.6	6.2	7.4
Dist. 9	22	3326.1	3692.8	11.0	8.3	8.9
Foreign	10					

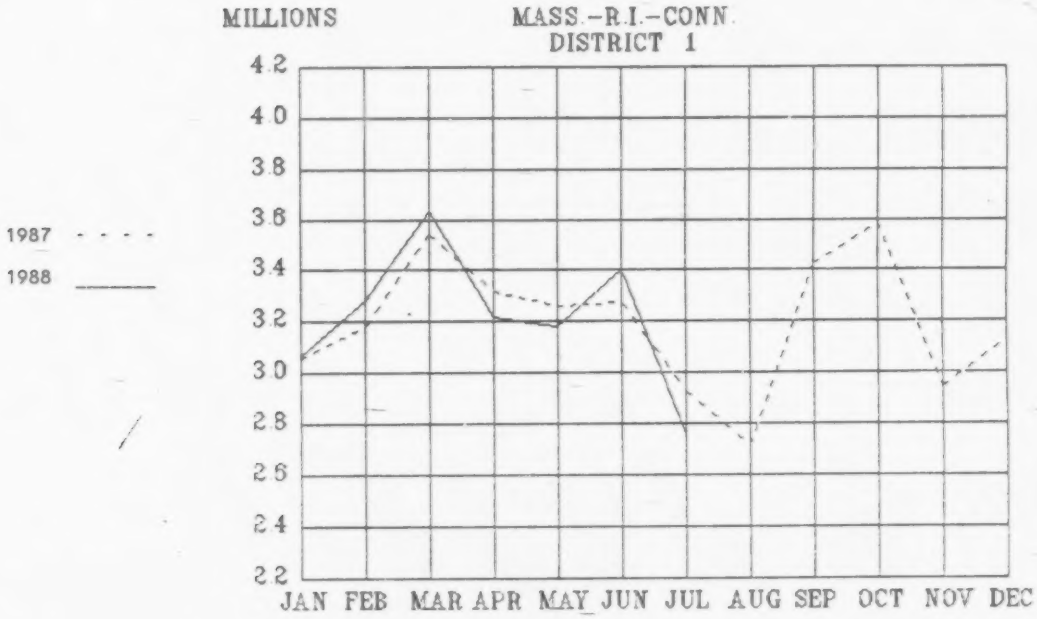
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	293401.8	326670.6	11.3	100.0	100.0
Dist. 1	22536.2	22526.6	0.0	7.7	6.9
Dist. 2	29855.9	32826.1	9.9	10.2	10.0
Dist. 3	50860.3	55754.3	9.6	17.3	17.1
Dist. 4	39523.7	41806.8	5.8	13.5	12.8
Dist. 5	16306.8	18173.1	11.4	5.6	5.6
Dist. 6	52177.7	60185.2	15.3	17.8	18.4
Dist. 7	39914.4	41768.0	4.6	13.6	12.8
Dist. 8	15723.9	22674.2	44.2	5.4	6.9
Dist. 9	26503.1	30956.3	16.8	9.0	9.5

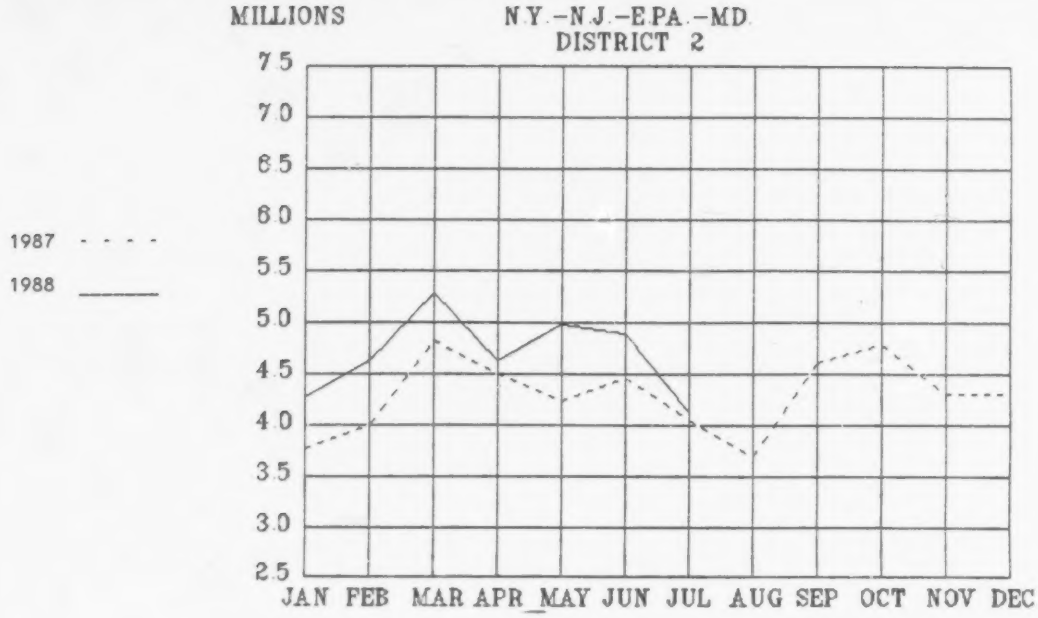
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



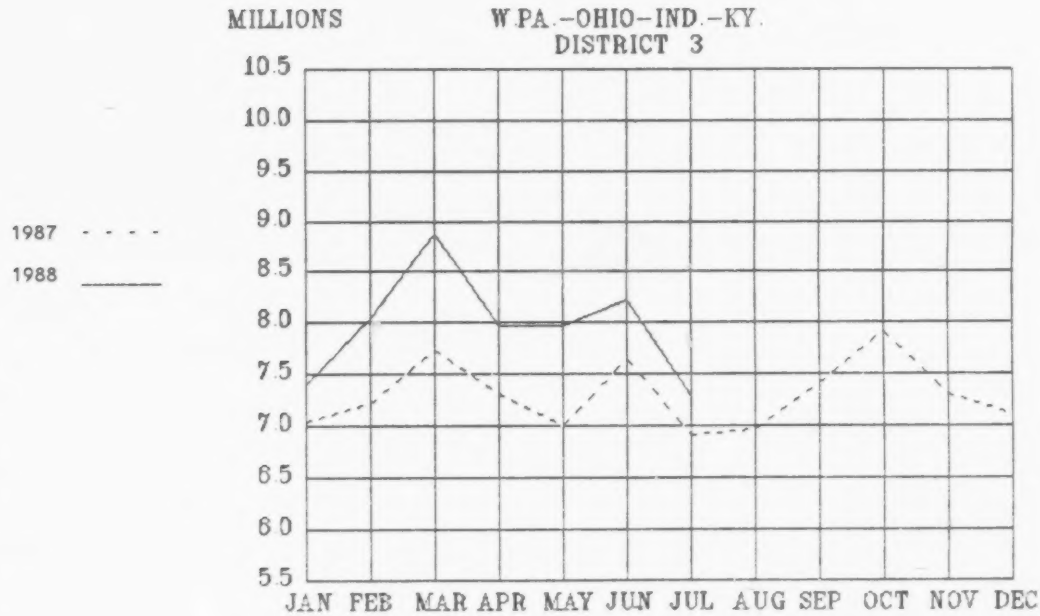
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.4	13.2	13.4	8.9	17.6	13.7	3.6					
% Change	Cumulative	8.4	10.9	11.8	11.1	12.3	12.6	11.3					



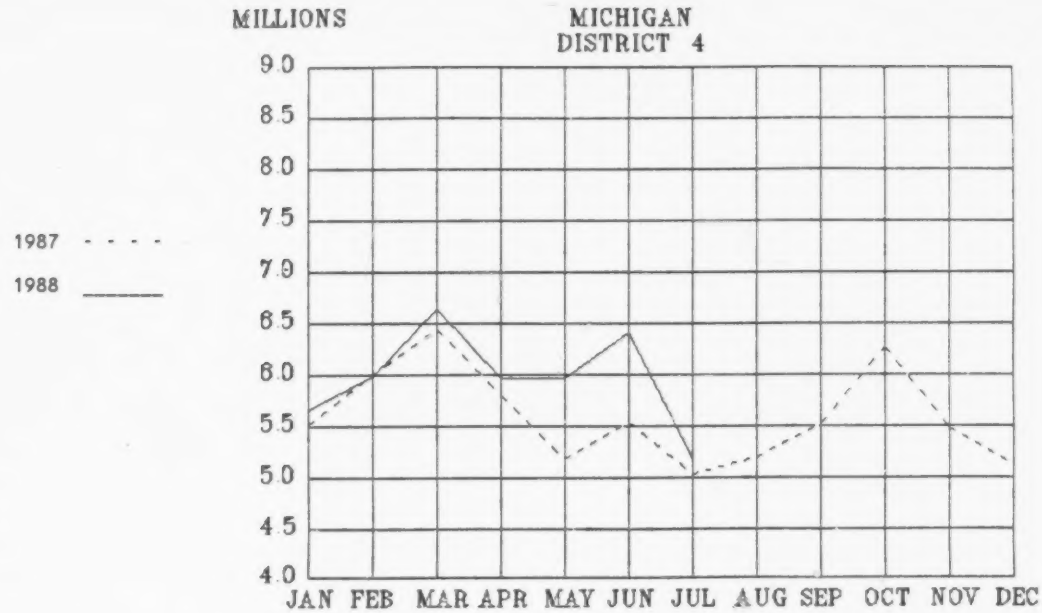
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-2.5	3.9	-5.8					
% Change	Cumulative	0.4	1.8	2.1	0.8	0.2	0.8	0.0					



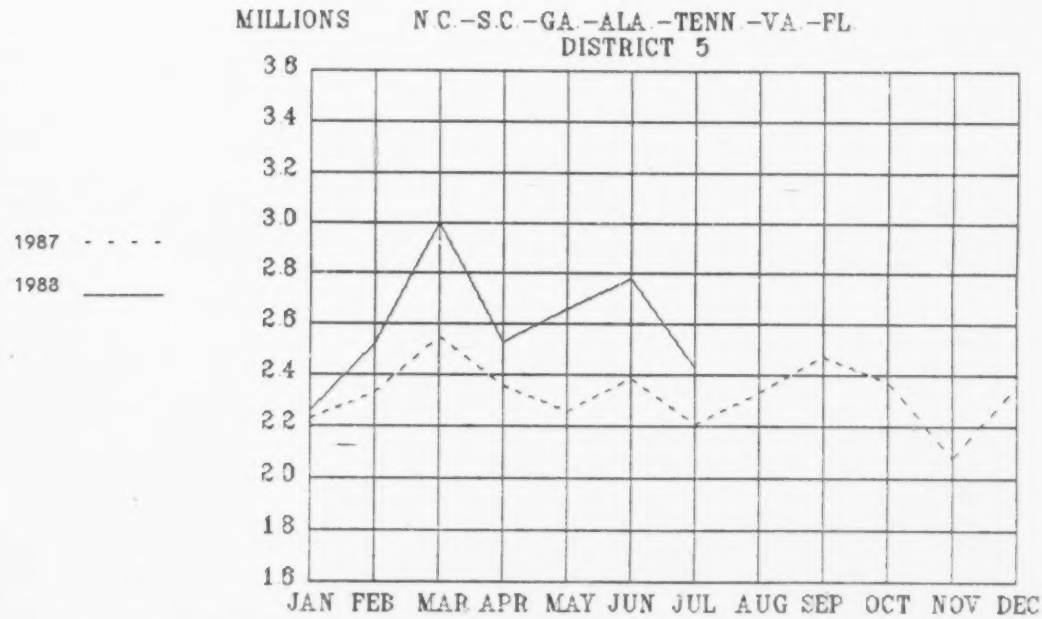
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	15.6	9.5	2.5	17.9	9.9	1.7					
% Change	Cumulative	13.5	14.6	12.6	10.0	11.5	11.2	9.9					



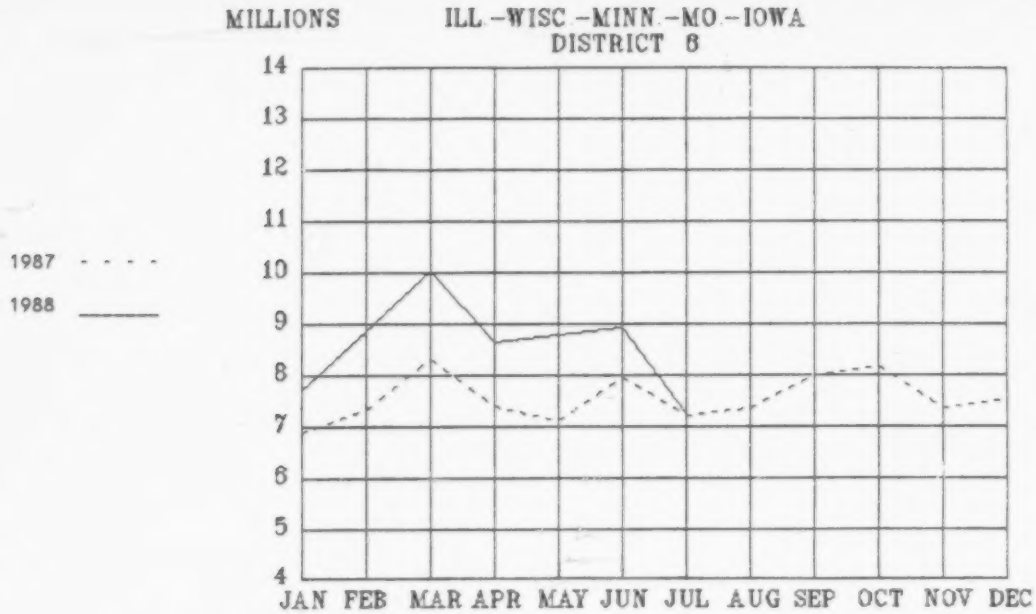
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.2	11.4	14.7	8.9	13.7	7.5	5.5					
% Change	Cumulative	5.2	8.4	10.6	10.2	10.9	10.3	9.6					



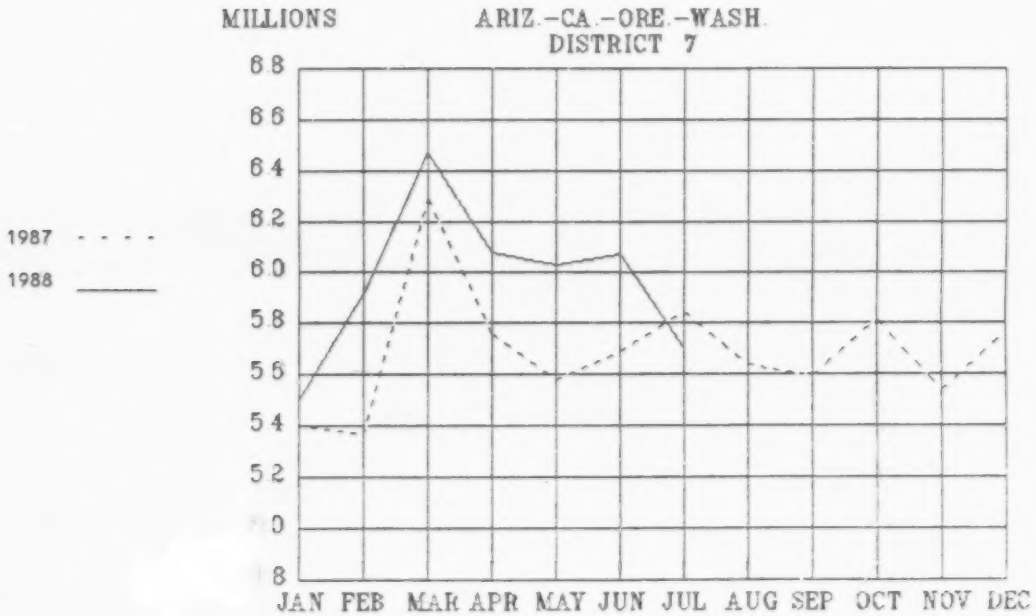
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.3	3.0	2.8	15.4	15.9	2.5					
% Change	Cumulative	2.6	1.1	1.8	2.0	4.4	6.3	5.8					



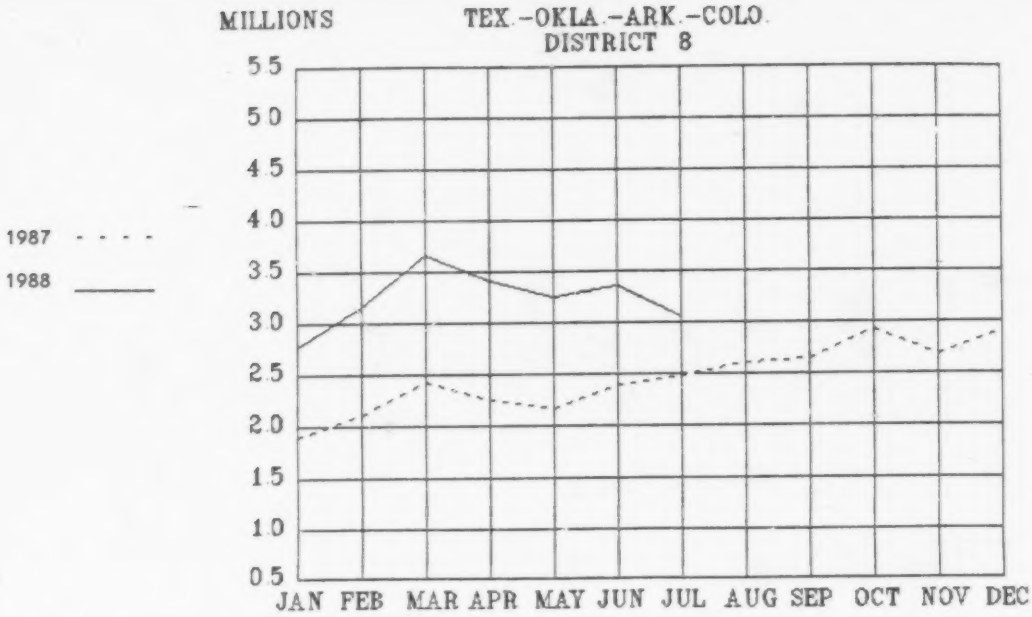
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3					
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4					



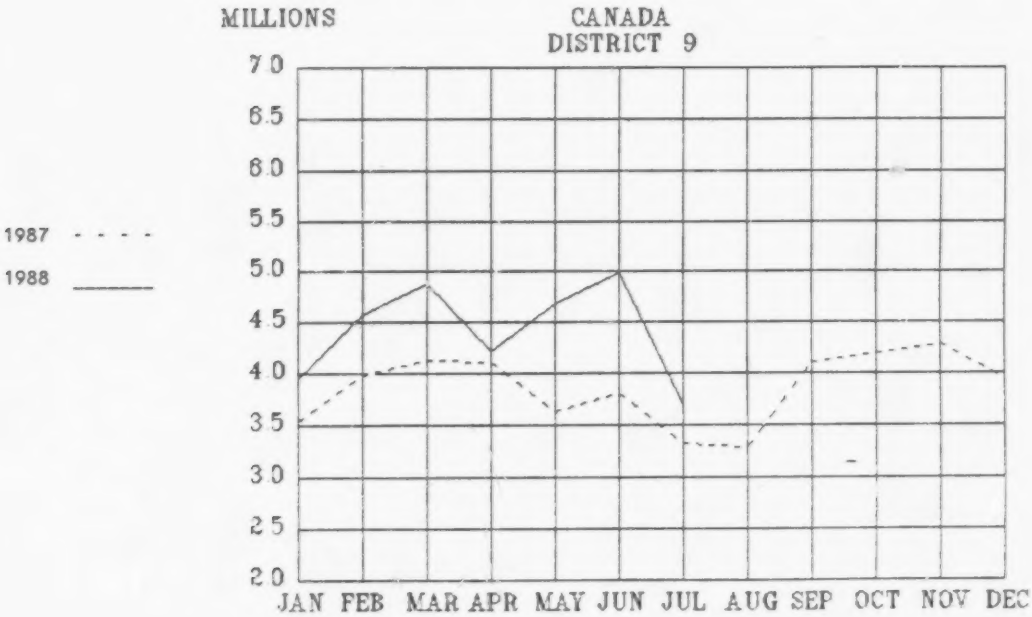
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5					
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1	6.8	-2.5					
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7	5.9	4.6					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6					
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	18.1	2.4	29.0	31.1	11.0					
% Change	Cumulative	11.9	13.4	15.1	11.8	15.0	17.6	16.8					

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METAL TREATING INSTITUTE

news release

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FOR RELEASE:

IMMEDIATELY

METAL TREATING INDUSTRY RECORDS 15.2% JUMP IN BILLINGS OVER AUGUST 1987

Sales for August 1988 amounted to $46.1 million, well above the total for August of 1987 of $40.0 million.

For the year-to-date, the Commercial Heat Treating industry has outperformed 1987 by 11.8%. Billings in 1988 equal $374.4 million, compared to $334.8 million in 1987.

Eight MTI districts increased their sales over August 1987 and all nine districts topped their performance for 1987.

A summary of percentage change by geographic regions follows:

	District	Aug 88 vs. Aug 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	6.6	0.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	22.2	11.3
3	South Central (W.PA-OH-IN-KY)	16.6	10.5
4	Michigan	13.6	7.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	14.7	11.9
6	North Central (IL-WI-MN-MO-IA)	15.4	15.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 4.3	3.5
8	Southwest (TX-OK-AR-CO-LA-UT)	37.3	43.2
9	Canada	29.9	18.4

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1988

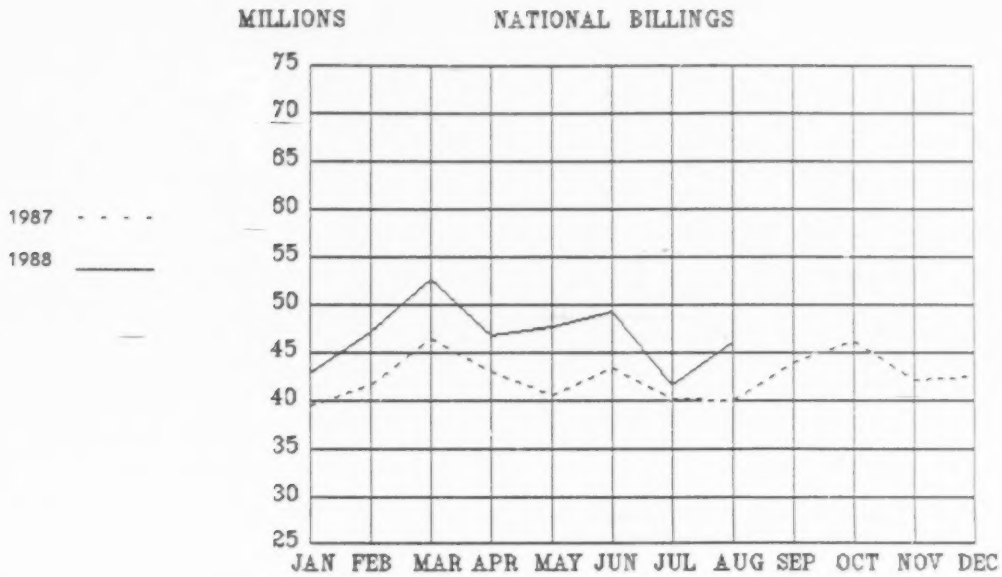
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	40011.7	46094.8	15.2	100.0	100.0
Dist. 1	21	2717.6	2897.4	6.6	6.8	6.3
Dist. 2	42	3702.2	4525.1	22.2	9.3	9.8
Dist. 3	67	6970.8	8126.6	16.6	17.4	17.6
Dist. 4	34	5395.4	6128.4	13.6	13.5	13.3
Dist. 5	29	2326.6	2668.5	14.7	5.8	5.8
Dist. 6	52	7344.6	8474.2	15.4	18.4	18.4
Dist. 7	39	5637.9	5396.4	- 4.3	14.1	11.7
Dist. 8	27	2615.4	3589.8	37.3	6.5	7.8
Dist. 9	22	3301.2	4288.4	29.9	8.3	9.3
Foreign	10					

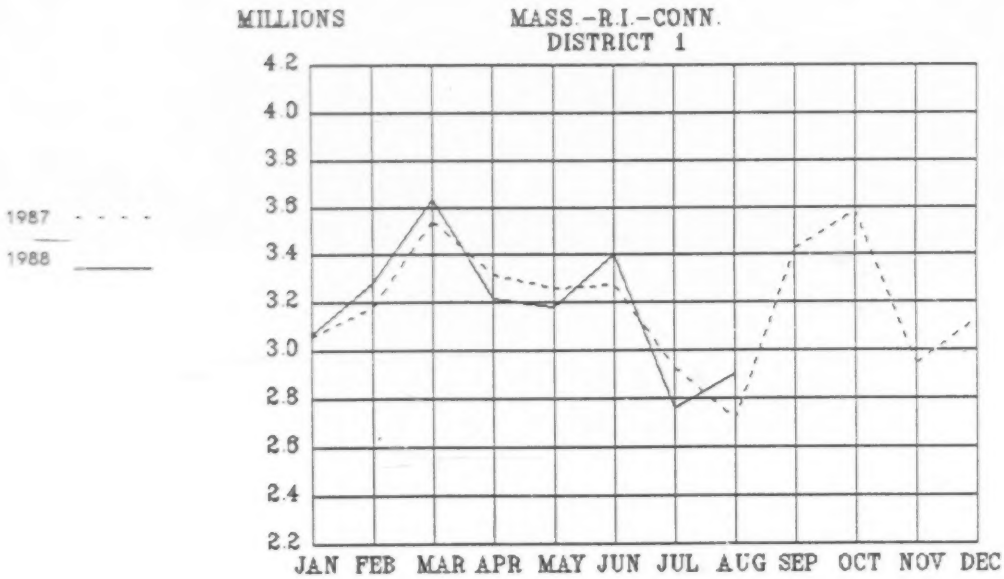
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	334767.0	374409.0	11.8	100.0	100.0
Dist. 1	25253.8	25424.0	0.7	7.5	6.8
Dist. 2	33558.1	37351.2	11.3	10.0	10.0
Dist. 3	57831.1	63880.9	10.5	17.3	17.1
Dist. 4	46200.1	49448.9	7.0	13.8	13.2
Dist. 5	18633.4	20841.6	11.9	5.6	5.6
Dist. 6	59522.4	68658.8	15.3	17.8	18.3
Dist. 7	45552.3	47164.4	3.5	13.6	12.6
Dist. 8	18339.3	26264.0	43.2	5.5	7.0
Dist. 9	29876.3	35375.1	18.4	8.9	9.4

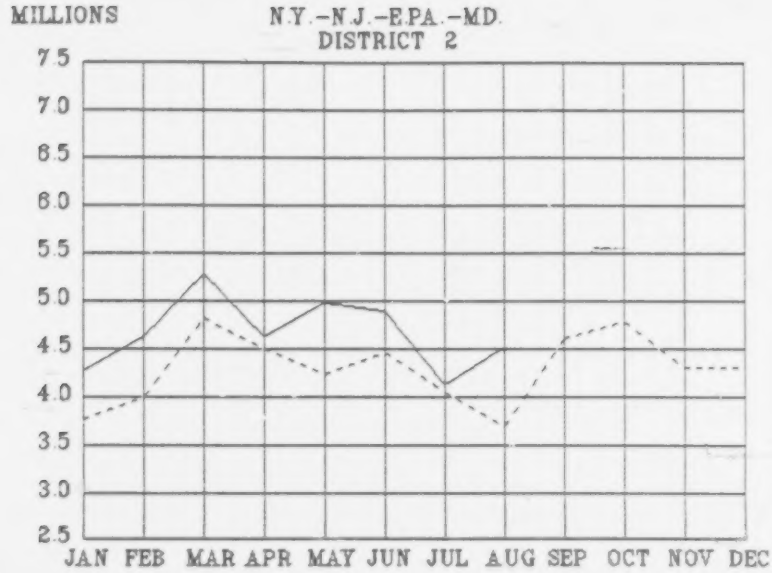
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



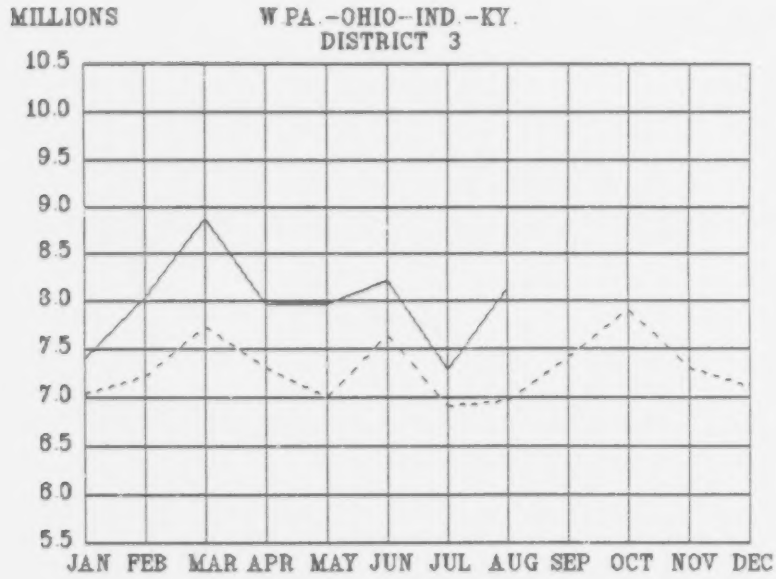
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	13.3	13.6	9.0	17.7	13.7	3.7	15.2				
% Change	Cumulative	8.3	10.8	11.8	11.1	12.4	12.6	11.4	11.8				



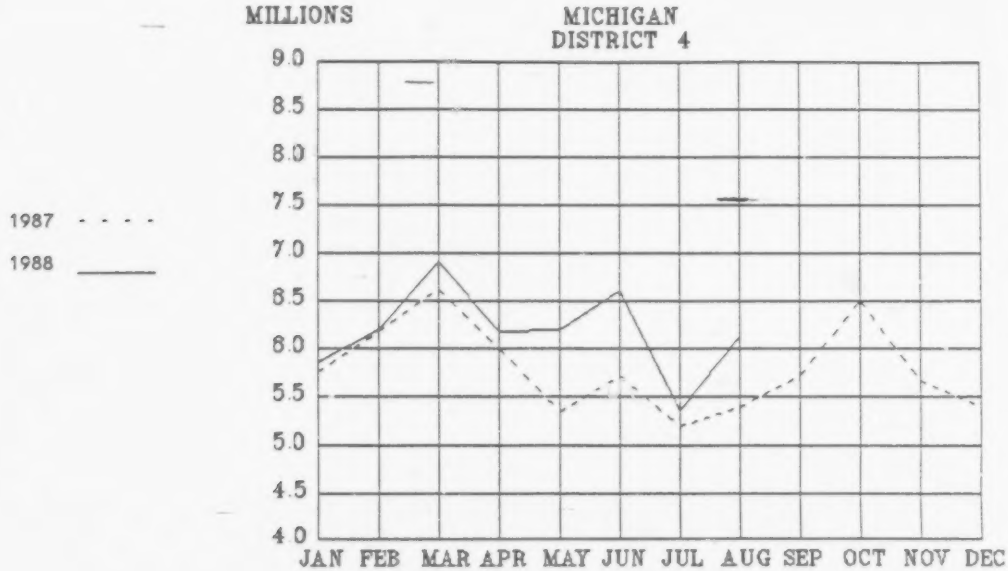
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-2.5	3.9	-5.8	6.6				
% Change	Cumulative	0.4	1.8	2.1	0.8	0.2	0.8	0.0	0.7				



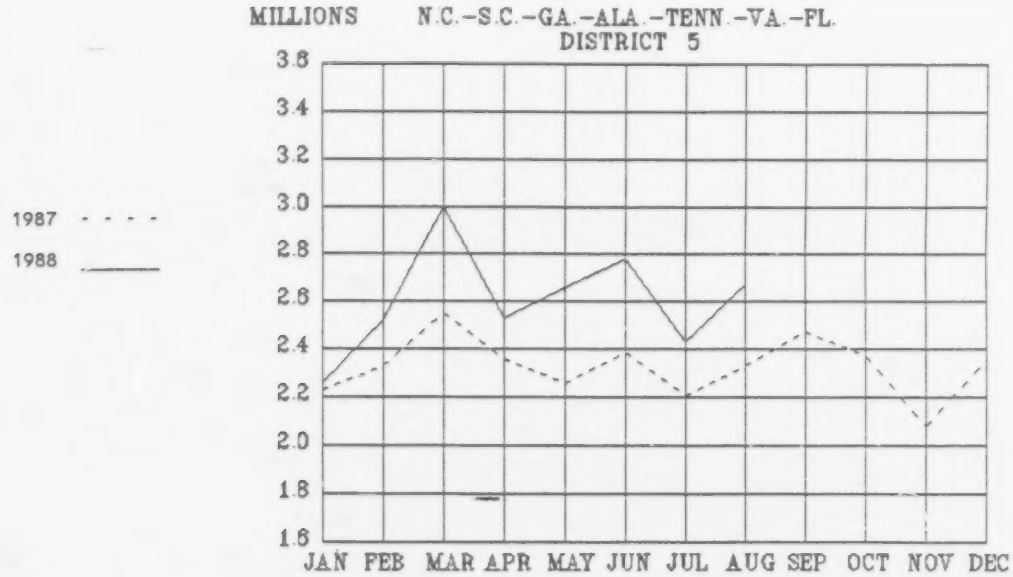
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	15.6	9.5	2.5	17.9	9.9	1.7	22.2				
% Change	Cumulative	13.5	14.6	12.6	10.0	11.5	11.2	9.9	11.3				



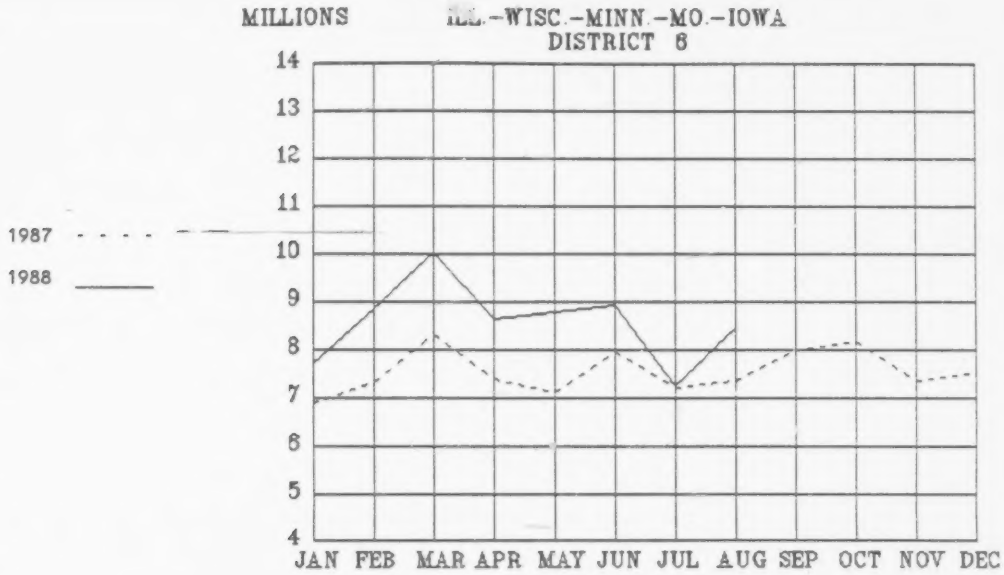
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.2	11.4	14.7	8.9	13.7	7.5	5.5	16.6				
% Change	Cumulative	5.2	8.4	10.6	10.2	10.9	10.3	9.6	10.5				



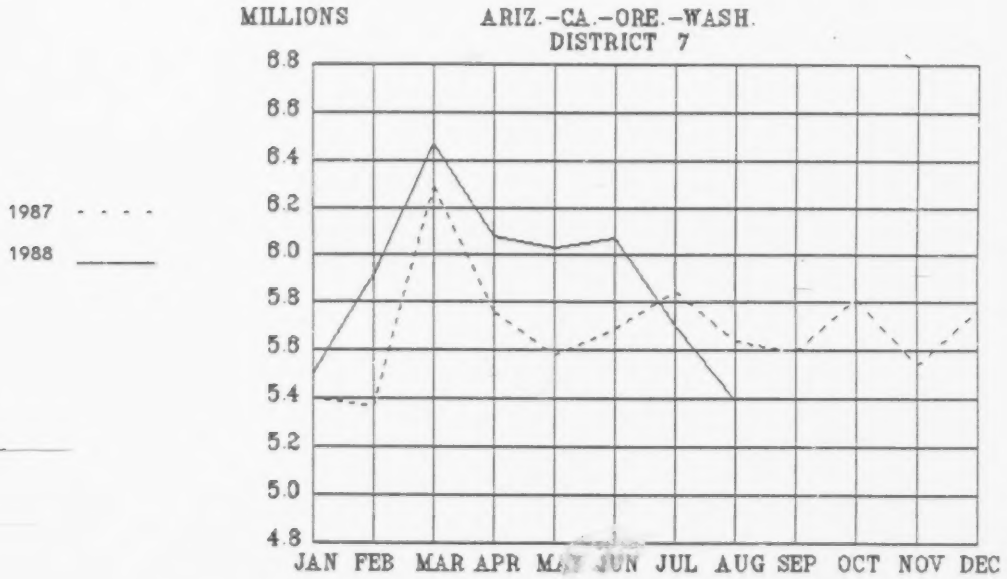
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	13.6				
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.0				



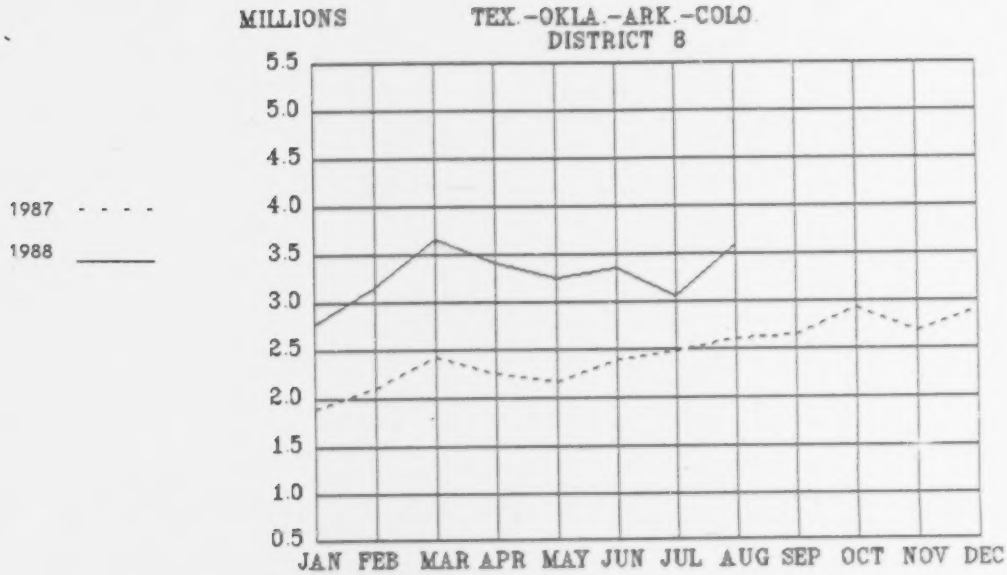
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7				
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9				



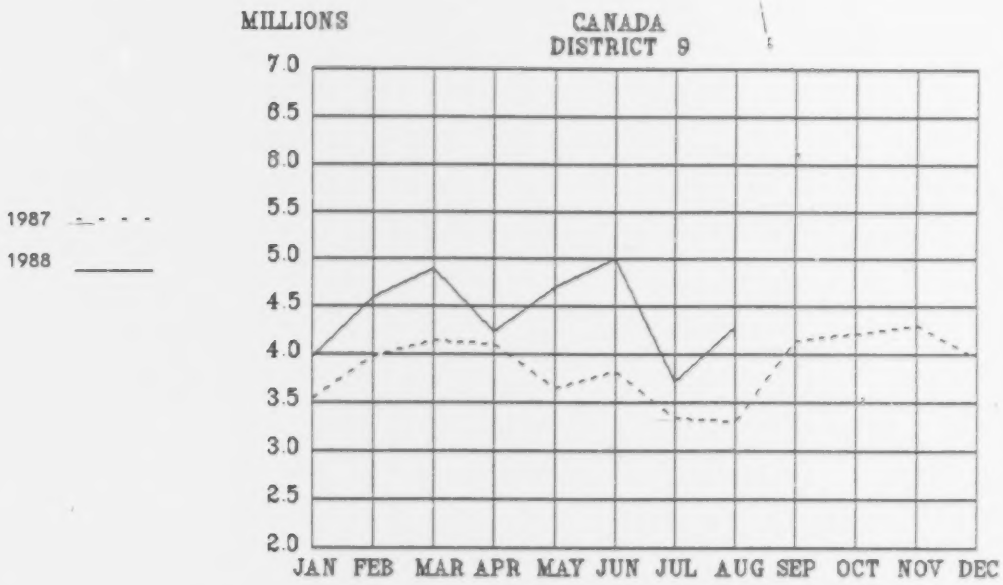
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4				
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1	6.8	-2.5	-4.3				
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7	5.9	4.6	3.5				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3				
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	15.1	18.1	2.9	29.0	31.2	10.8	29.9				
% Change	Cumulative	12.2	13.8	15.3	12.1	15.3	17.9	17.0	18.4				

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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

For further editorial information contact
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS IMPROVE SALES 9.2% OVER SEPTEMBER 1987

September 1988 billings reached $48.0 million, topping the September 1987 total of $44.0 million.

At the three-quarter point, 1988 has outpaced 1987 by 11.6%. The Metal Treating Institute sales for January-September 1988 are $422.6 million, compared to $378.8 million for the same period in 1987.

Eight MTI districts exceeded their billings total for September 1987 and for 1987 taken as a whole.

A summary of percentage change by geographic regions follows:

	District	Sep 88 vs. Sep 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 8.7	- 0.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.2	10.9
3	South Central (W.PA-OH-IN-KY)	10.3	10.5
4	Michigan	8.1	7.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	15.3	12.3
6	North Central (IL-WI-MN-MO-IA)	7.7	14.4
7	Pacific Coast (CA-AZ-ORE-WASH)	5.3	3.9
8	Southwest (TX-OK-AR-CO-LA-UT)	25.6	41.0
9	Canada	18.9	18.5

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1988

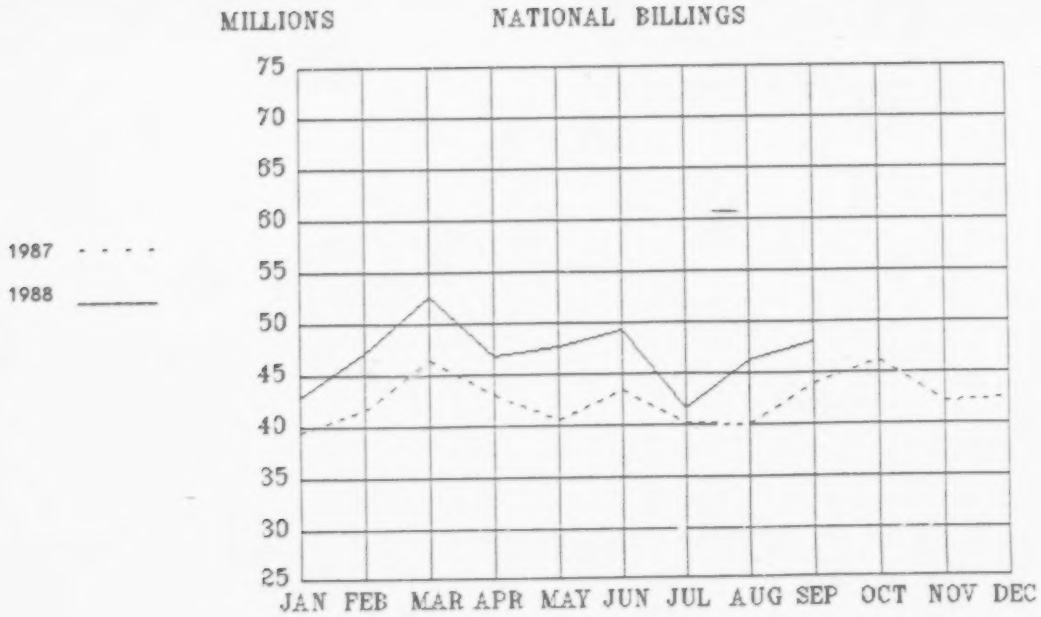
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	43995.2	48043.1	9.2	100.0	100.0
Dist. 1	21	3423.0	3125.4	- 8.7	7.8	6.5
Dist. 2	42	4601.4	4977.9	8.2	10.5	10.4
Dist. 3	67	7419.1	8182.1	10.3	16.9	17.0
Dist. 4	34	5707.7	6168.6	8.1	13.0	12.8
Dist. 5	29	2471.0	2850.1	15.3	5.6	5.9
Dist. 6	52	8000.8	8613.9	7.7	18.2	17.9
Dist. 7	39	5595.2	5890.7	5.3	12.7	12.3
Dist. 8	27	2637.0	3311.3	25.6	6.0	6.9
Dist. 9	22	4140.0	4923.1	18.9	9.4	10.2
Foreign	10					

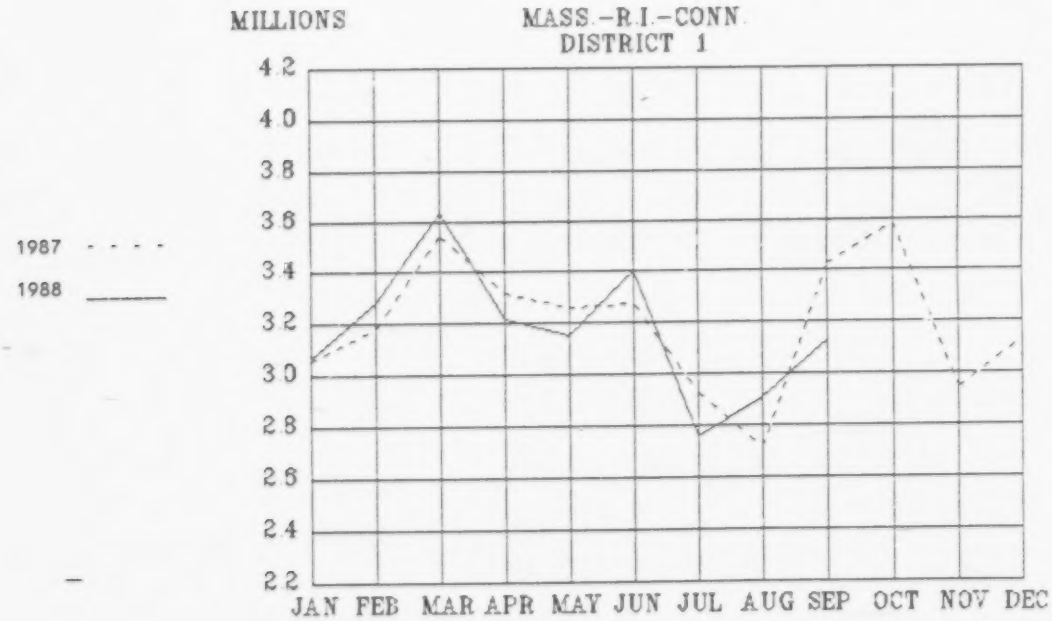
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	378761.9	422556.8	11.6	100.0	100.0
Dist. 1	28676.9	28527.7	- 0.5	7.6	6.8
Dist. 2	38159.4	42329.1	10.9	10.1	10.0
Dist. 3	65250.2	72108.3	10.5	17.2	17.1
Dist. 4	51907.8	55617.5	7.1	13.7	13.2
Dist. 5	21104.4	23691.7	12.3	5.6	5.6
Dist. 6	67523.1	77272.7	14.4	17.8	18.3
Dist. 7	51147.5	53136.1	3.9	13.5	12.6
Dist. 8	20976.3	29575.4	41.0	5.5	7.0
Dist. 9	34016.3	40298.2	18.5	9.0	9.5

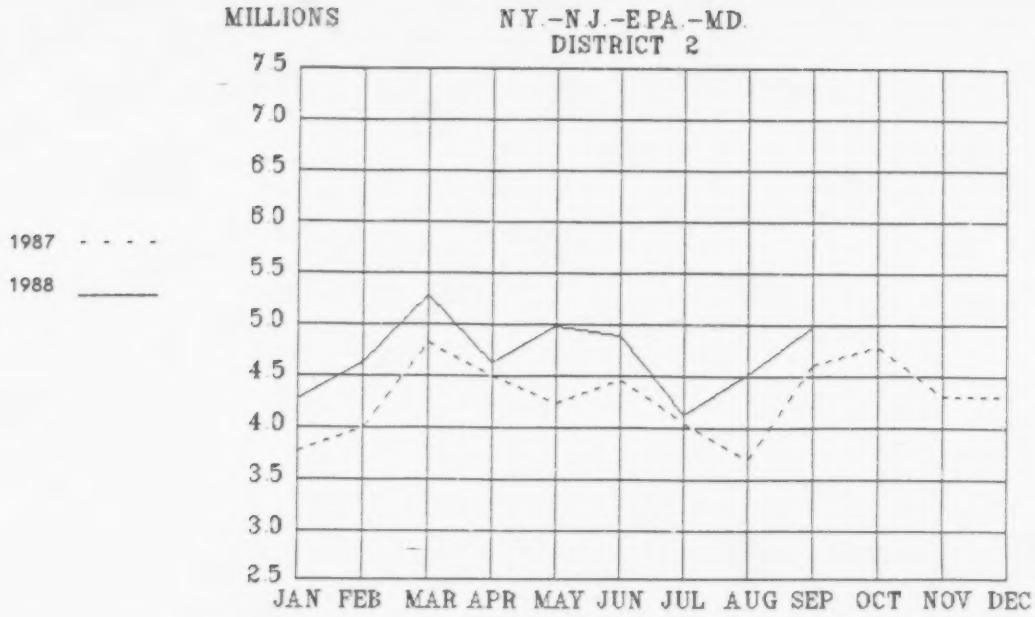
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



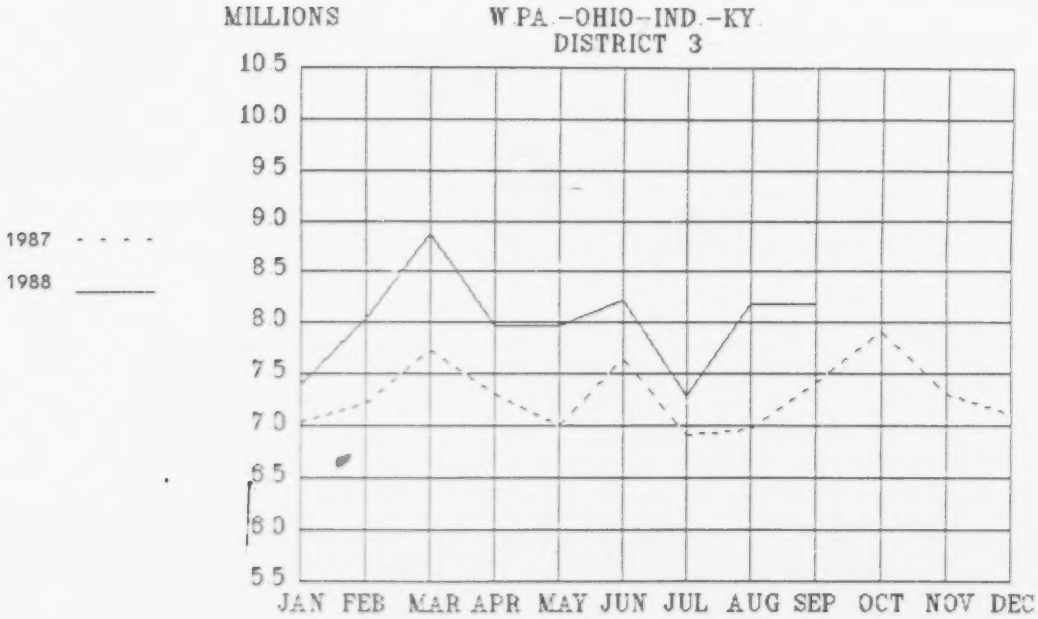
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	13.3	13.6	9.0	17.6	13.7	3.7	15.5	9.2			
% Change	Cumulative	8.3	10.8	11.8	11.1	12.4	12.6	11.4	11.9	11.6			



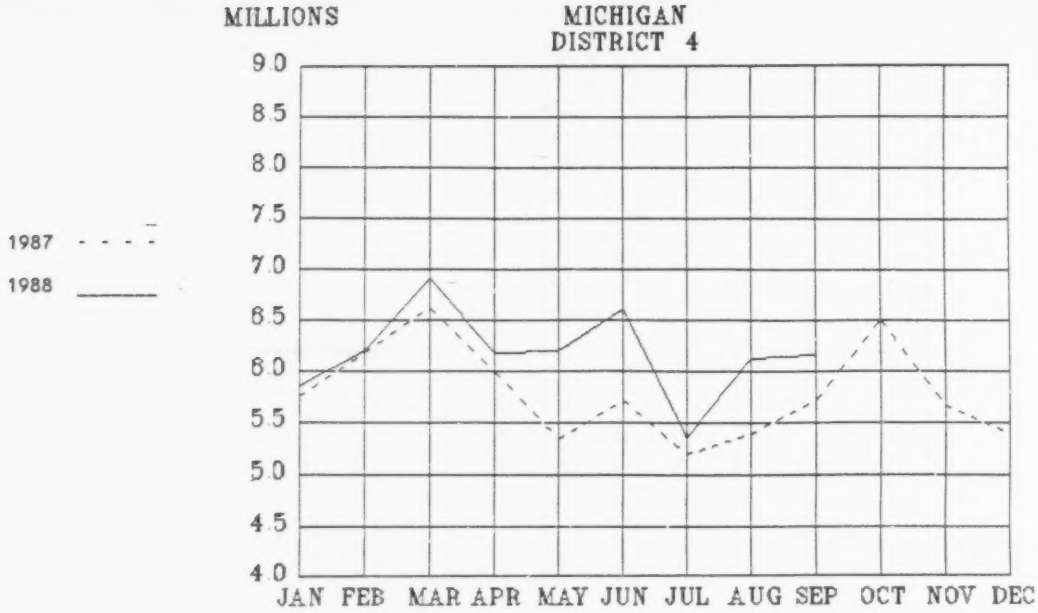
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7			
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5			



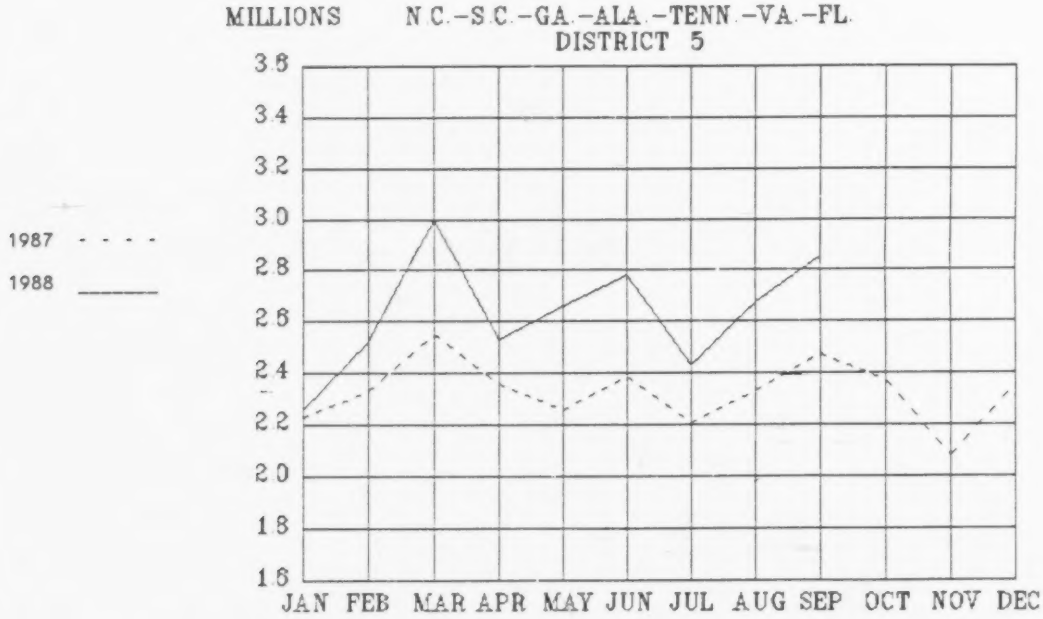
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	15.6	9.5	2.5	17.9	9.9	1.7	22.2	8.2			
% Change	Cumulative	13.5	14.6	12.6	10.0	11.5	11.2	9.9	11.3	10.9			



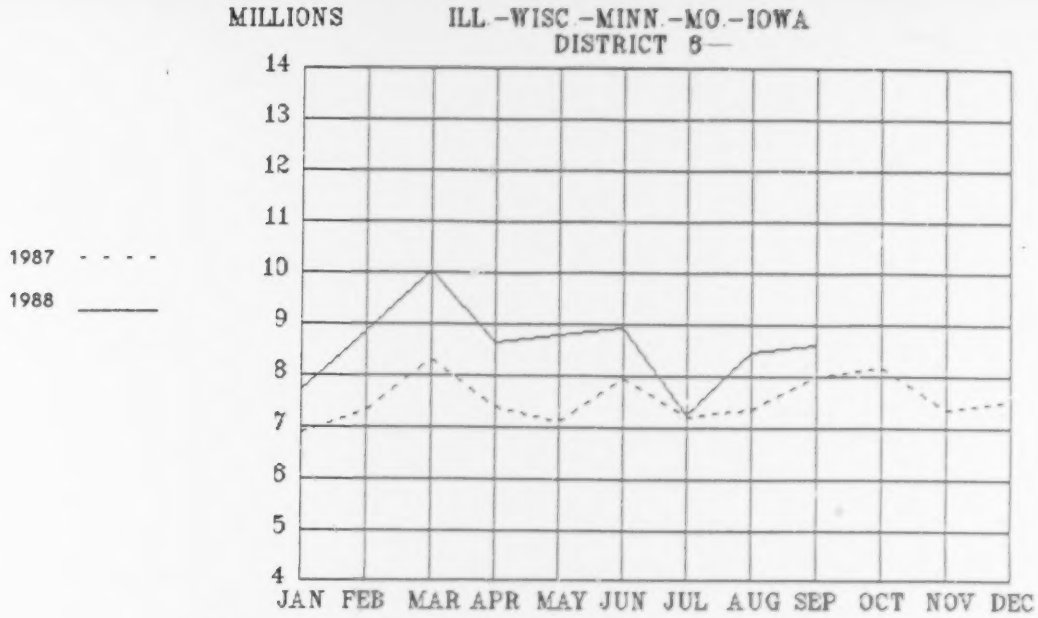
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.2	11.4	14.7	8.9	13.7	7.5	5.5	17.2	10.3			
% Change	Cumulative	5.2	8.4	10.6	10.2	10.9	10.3	9.6	10.5	10.5			



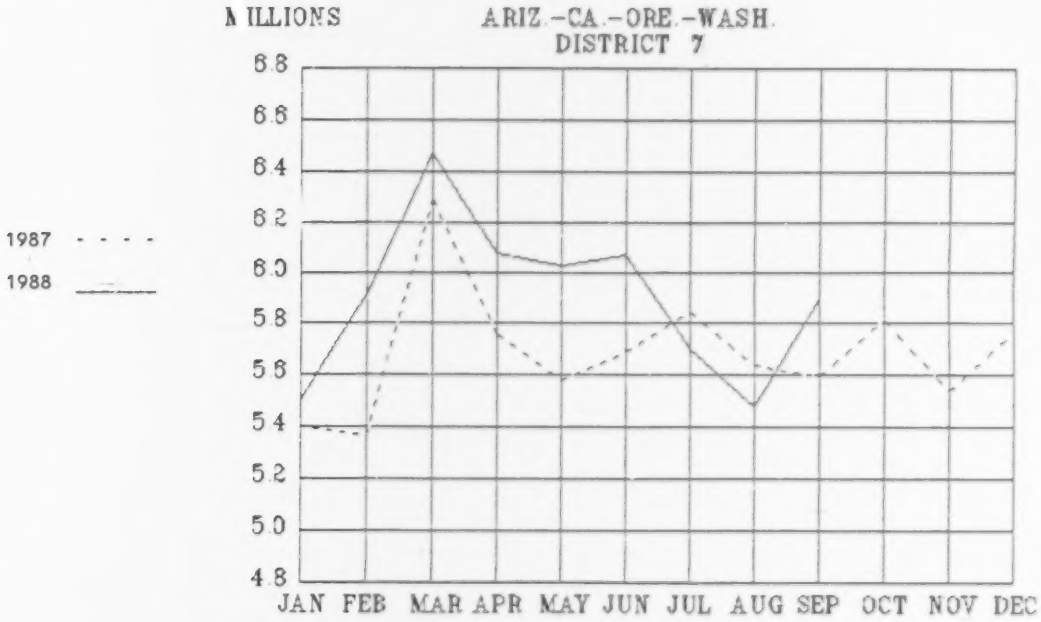
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	13.6	8.1			
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.0	7.1			



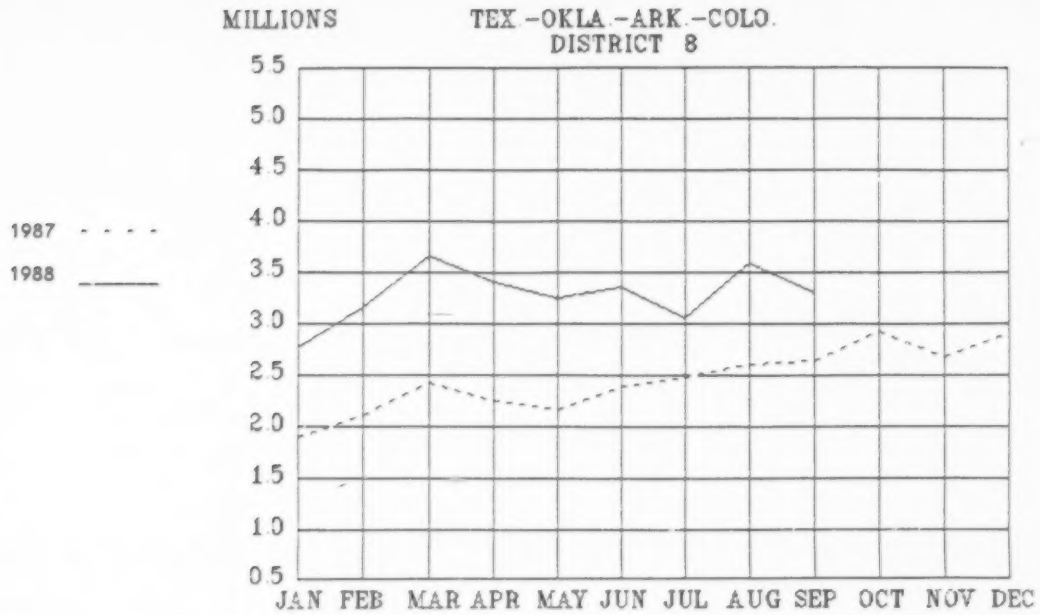
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3			
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3			



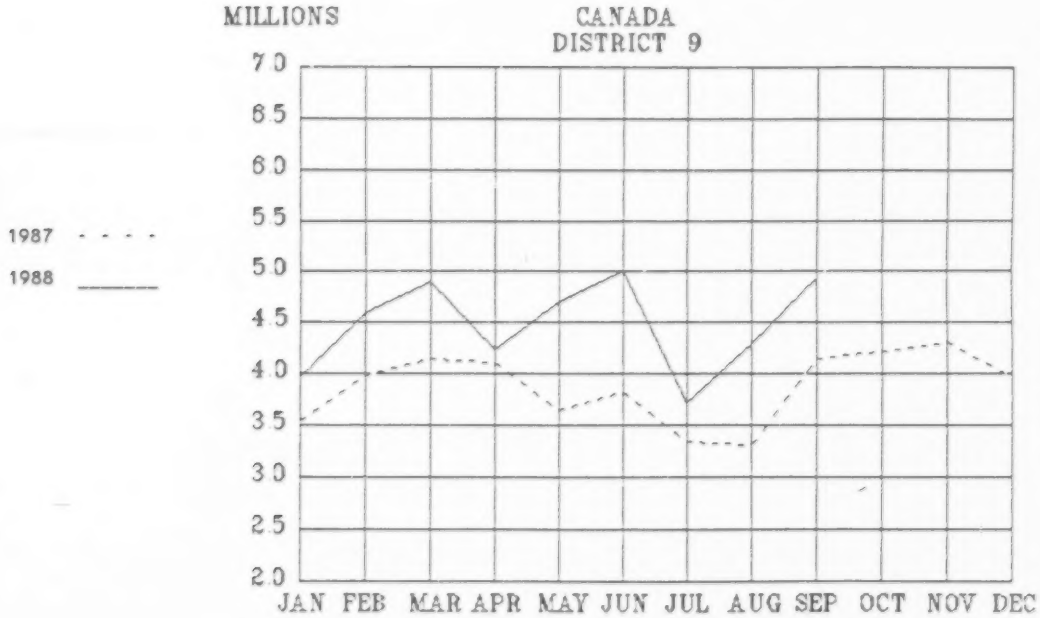
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7			
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1	6.8	-2.5	-2.8	5.3			
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7	5.9	4.6	3.7	3.9			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	25.6			
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	41.0			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	15.1	18.1	2.9	29.0	31.2	10.8	29.9	18.9			
% Change	Cumulative	12.2	13.8	15.3	12.1	15.3	17.9	17.0	18.4	18.5			